Board of Trade Journal

Volume 199, No. 3839 Published by Her Majesty's Stationery Office 14 October 1970

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Index to Statistics 805
Subscriptions, Advertisements, Reprints 805
Chinese market merits a fresh look 809
President visits South Wales 812
Performing Right Tribunal 812
British businessmen speak in United States on protectionist legislation 812
Soviet delegation at CBI 812
EFTA Pharmaceutical Convention signed 813
BNEC's Export Award for Smaller Manufacturers 813
Application for reimposition of import duty 814
Applications for temporary exemption from import duty 814
Application for anti-dumping duties on imports of sisal twine from Portugal 815
Purchase tax on drugs and medicines 815
Government's proposals for Industrial Relations Act 815
Annual reports of ITB's 815
Annual report of Factory Inspectorate 815
One hundredth report of the Royal Mint 815
More than 1,300 English hotel grant applications in 12 months 816
Minister announced new industrial projects in Wales 816
New cannery for Pontardawe 816
Leather and fabrics factory for Abertillery 816

Government surplus sales 817
Conference on industrial applications of small computers 817
Patents endorsed 'Licences of Right' 817

Aviation and Shipping
Mr. Corfield on threat of hi-jacking 818
Air rules going metric 818
Anchors and Chain Cables Rules 1970 818
Boeing, BAC and Aerospatiale sign agreement 818
Public inquiry into loss of 'Lairdsfield' 818

STATISTICS
The economy: selected indicators 820
United Kingdom overseas trade – Unit value and volume index numbers 821
Annual report on bankruptcy and deeds of arrangement 823
Industry's investment intentions for 1970 and 1971 825
Industry's capital expenditure in the second quarter of 1970 826
Sales by wholesale textile houses 829
Industry's stocks in the second quarter of 1970 830
New companies registered 833
Turnover of the catering trades, laundries and dry cleaners and hairdressers in August, 1970 834
Business Monitor 835
Machine tool deliveries and orders 836
British Film Fund Agency returns 837
Cinema admissions and takings in June 837
Registrations of British and foreign films 837
British Construction Work Overseas 1969-70: new record 838
Retailers' stocks in August 843

EXHIBITIONS AND FAIRS
Board of Trade supports British exhibitors at more than 80 trade fairs abroad 845
Package finance for BA 70 845
British women's wear group find encouragement in Southern California 846
Market requirements highlighted at electro optical systems design conference 846
World trade fair organizers hold congress in London 846
Successful footwear show in Montreal 846
England captain to open Motor Show 846
Newcomers to Frankfurt Book Fair pleased with results 847
£250,000 in orders from 'Compex '70' 848

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
United Kingdom aid to developing countries. Danish Government loan to Bolivia. British loans to Pakistan: Tarbela Dam and power distribution schemes. Hints to businessmen booklets 849
Registration of trade marks in Japan. ECGD backing for overseas contracts 850
Export Missions and Tours 851
Export Orders 853

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Algeria: Import restrictions. Suspension of customs duties and taxes on sports goods 858
Australia: Simplification of the customs tariff. Special Advisory Authority Inquiry 863
Brazil: Import regulations 866
Colombia: Additions to the free list and prior import licence list 866
Congo (Brazzaville): Cholera regulations 858
Costa Rica: Economic stabilization protocol 866
Ecuador: Exemption from 20 per cent tax on imports. Reduction of prior import deposit rates 866
European Communities: Common agricultural policy. Imports from non-member countries. Common customs tariff 855
France: Consolidated summary of import restrictions. Import regulations for certain foodstuffs 856
Ghana: Temporary surcharge on imported goods. Notice to importers. Import licensing 860
Indonesia: Partial import duty exemption 862
Irish Republic: Spirits : Increased rates and deferred payment of excise duty 856
Israel: Import deposits amendment. Tariff amendment 857
Kenya: Import licensing regulations 859
Libya: Alcoholic beverages. Arbitration on public administration contracts 859
Mexico: Import licences. Restrictions on equity holdings. Limitation of foreign capital participation in basic industries 865
Morocco: Customs tariff modifications 858
New Zealand: Customs tariff changes. Postponement of tariff and development board inquiry. Emergency Protection Authority 862
Portugal: Extension of period for export articles covered by previous orders and drawbacks 857
Sierra Leone: Cholera vaccination 859
Singapore: Change of name 862
Somali Republic: Customs tariff changes 859
South Africa, Republic of: Contamination plans 859
Spain: Duty-free import quotas: newsprint and chemical pulp. Customs tariff: duty reductions 857
Sudan: Cholera regulations. Nationalization of the press. State Corporation for the cinema 860
Tunisia: Import monopoly: wine products 858
United States: Investigation into imports 867
Venezuela: Air cargo tax 866

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

Twenty-eight rubber tyred excavators, manufactured by J. C. Bamford Excavators Ltd., Rocester, Staffs, part of a monthly consignment for the Japanese market, have recently left Birkenhead export berths abroad 'Ajax' (76,670 tons) of Blue Funnel Lines. Our cover picture shows one of the excavators being loaded. JCB has been exporting to Japan for the past six years and through a licensing agreement negotiated two years ago the excavators are finally assembled at a plant in Shiga. During 1969 the company achieved an 81 per cent increase in total sales to world markets. Blue Funnel Line's schedule nine sailings per month to the Far East.

LATE ANNOUNCEMENTS

Journal *Volume number*

THE volume number of the *Journal* inadvertently omitted from the top of the contents page, is 199.

United States: Minimum Federal safety standards for gas pipelines

PREVIOUS *Board of Trade Journal* notices and Export Intelligence Service cards have given details of the development of the new Federal safety standards for gas pipeline and gas pipeline facilities.

The United States Office of Pipeline Safety has now scheduled a number of meetings during October and November to discuss the technical aspects of the standards with regulatory agencies, industry, and the general public.

More information about these meetings may be obtained from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London S.W.1. (Tel: 01-222 7877, Ext: 2404). Details of standards may be obtained from the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4M 7HU. (Tel: 01-248 5757, Ext: 455/6/7). (Ref: FR18.9.70).

Consideration of mergers by the DEP

MR. ROBERT CARR, Secretary of State for Employment and Productivity, announced on October 8 that on the information at present before him it is not intended to refer the following proposed mergers to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965: proposed merger of Jeremiah Ambler Ltd., Robert Clough (Keighley) Holdings Ltd., and C. F. Taylor & Co. Ltd. proposed acquisition by Spey Westmoreland Properties Ltd., of Hallmark Securities Ltd.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

Title	*Last Published*
Air Transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	8 July 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	23 Sept. 1970
UK balance of payments (Q)	9 Sept. 1970
Bankruptcy orders (Q)	29 July 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	This week
Industry's investment intentions (3 times a year)	This week
Catering trades turnover (M)	This week
Chemicals industry (Q)	19 Aug. 1970
Companies:	
Acquisition and mergers (Q)	19 Aug. 1970
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	7 Oct. 1970
Computers:	
UK computer market (Q)	7 Oct. 1970
Construction work overseas (A)	This week
Credit:	
Instalment credit business (M)	7 Oct. 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	16 Sept. 1970
Electronics industry:	
Electronics capital equipment deliveries research and development (Q)	5 Aug. 1970
Engineering and electrical goods:	
Production exports and orders (M)	23 Sept. 1970
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	9 Sept. 1970
Footwear industry orders and deliveries (M)	23 Sept. 1970
Foreign trade:	
EFTA trade (Q)	2 Sept. 1970
Industrial countries trade and production (Q)	5 Aug. 1970
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	This week
Value of the overseas trade (M)	23 Sept. 1970
Value of overseas trade: analysis of trends (Q)	5 Aug. 1970
Gold and convertible currency reserves (M)	7 Oct. 1970
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of finance houses (Q)	19 Aug. 1970
Business (M)	7 Oct. 1970
Industrial building (Q)	29 July 1970
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	23 Sept. 1970
N. Ireland index (M)	23 Sept. 1970
Insurance companies:	
Assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investment (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (Q)	This week
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	5 Aug. 1970
Deliveries (Q)	5 Aug. 1970
Production (M)	7 Oct. 1970
Volume of production (M)	7 Oct. 1970
Motor industry:	
Car and commercial vehicle production (M)	7 Oct. 1970
Motor trades turnover (M)	16 Sept. 1970
Office development permits (Q)	19 Aug. 1970
Partnerships registered (A)	8 April 1970
Pension funds:	
Assets (A)	19 Aug. 1970
Retail prices index (M)	23 Sept. 1970
Retail trades:	
Index nos. (M)	7 Oct. 1970
N. Ireland index (M)	9 Sept. 1970
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	12 Aug. 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	This week
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	22 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	23 Sept. 1970
Cotton production (M)	23 Sept. 1970
Hosiery production (M)	23 Sept. 1970
Wholesale houses sales (M)	This week
Wool exports (Q)	2 Sept. 1970
Wool output (M)	23 Sept. 1970
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	23 Sept. 1970

Board of Trade Departments, etc.

Subjects	*Last Published*
Board of Trade addresses	19 Aug. 1970
Board of Trade Regional Organization	7 Oct. 1970
British Commercial representatives overseas	7 Oct. 1970
Customs notices of interest to exporters	5 Aug. 1970
Directory of Board of Trade departments and their work	8 April 1970
ECGD local offices	19 Aug. 1970
Half-yearly index - Jan.-June 1970	19 Aug. 1970
Official Receivers offices	20 May 1970
Programme of trade promotions	1 July 1970

SUBSCRIPTIONS

ADVERTISEMENTS

REPRINTS

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Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

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The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

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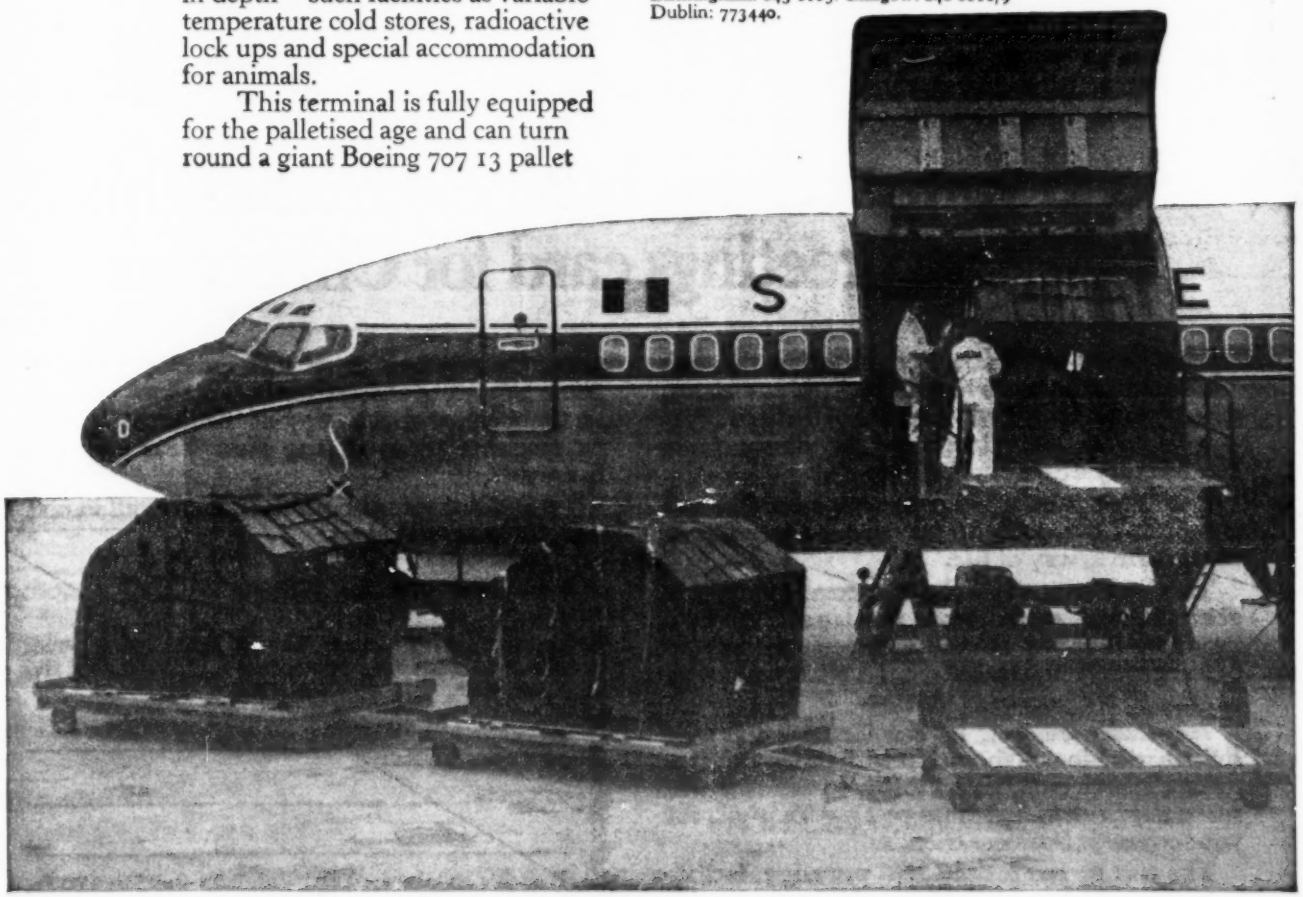

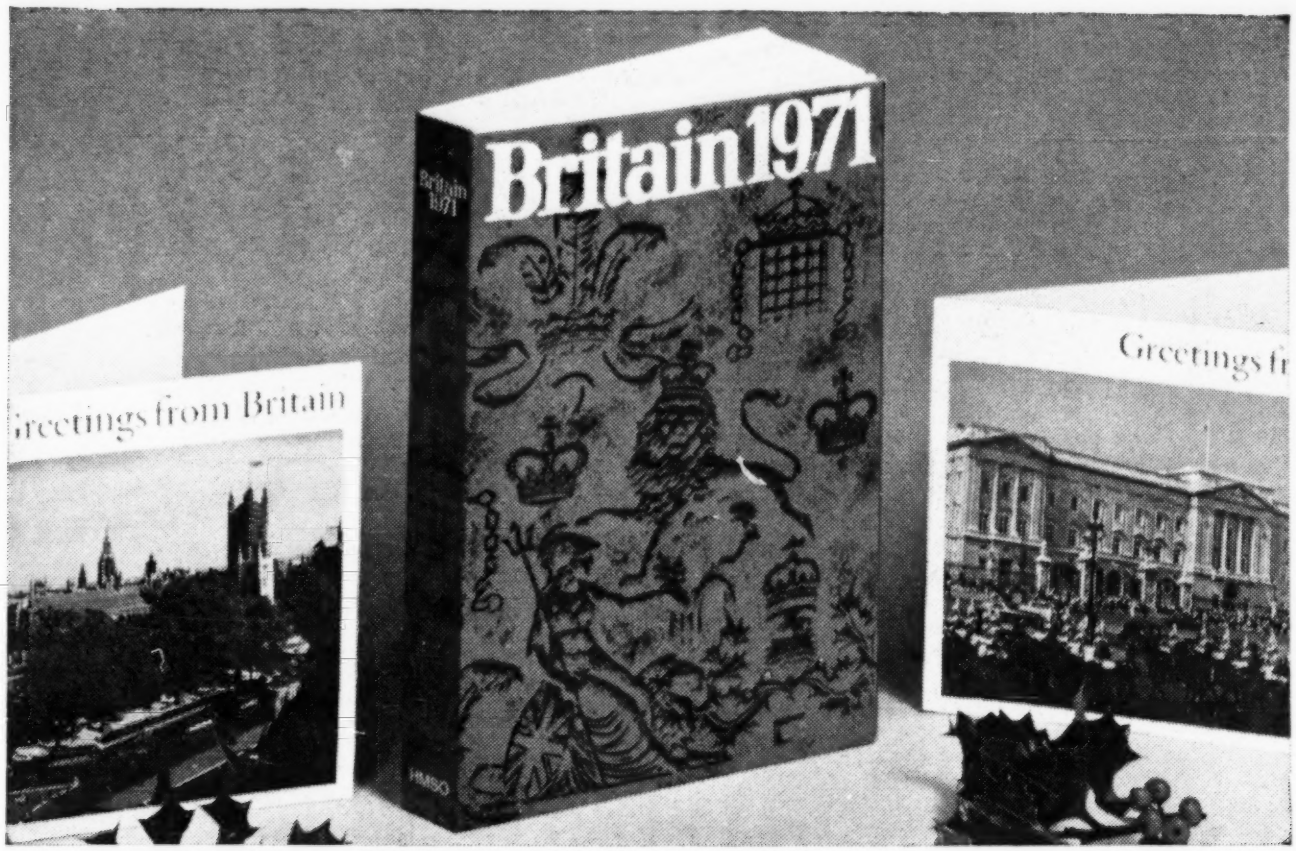

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Chinese market merits a fresh look

by J. D. Laughton, First Secretary (Commercial), Office of the British Chargé d'Affaires, Peking

APART FROM a few firms and trade associations who have long specialized in the China trade, exporters have probably not given much thought to China recently. Impressions created by the widely publicized tumults of the Cultural Revolution may still be widespread, involving fears that the China trade is uncertain or hazardous. In the past year, the steady trickle of Chinese orders for British machinery and record export figures should have helped to put the picture in better perspective; as should the visit to Britain of three Chinese trade missions; including recently a very large mission concerned with aviation equipment. This event and the imminence of the Autumn Canton Fair, which is the major event of the Chinese foreign trade calendar and opens tomorrow (October 15), provide a good occasion for a broad review of prospects in this market.

Broad economic base

For some time the official population figure has been 700 million. Foreign estimates vary from 750 million to 800 million. and even higher. No other systematic national statistics have been published in China since 1960 and the following outline must therefore rest upon 'guesstimates' made by observers abroad. About 80 per cent of the population are employed in agriculture, which accounts for more than 40 per cent of net domestic product. China has at least 18 cities with populations of more than 1 million, though it is now official policy to send many town dwellers back to the countryside. The Gross National Product may be around £33 thousand million in terms of Western purchasing power, of which a very high proportion is reinvested. Of a land area of 3·7 million square miles about 12 per cent is cultivated and 3 per cent more considered cultivable. The population is heavily concentrated on the coastal area and major river valleys. China's long history of civilization has been based on skilful water conservancy, and this speciality is reflected in the current unprecedently widespread flood control and irrigation works. Coal reserves and hydro-electric potential compare favourably with those of the United States and Soviet Union. Oil production has had high priority in recent years and China is now apparently self-sufficient in oil products though still at a level of consumption around that of Switzerland. China is relatively well-endowed with most metals and minerals. Chinese industrial output is already highest among the developing countries. Her crude steel capacity is at least eighth in the world, though she must still import large quantities of steel products. Chinese industry produces most basic commodities in quantity and an increasing variety of modern technological products, including electronic computers, numerically controlled machine-tools, large diesel-hydraulic locomotives, ocean-going ships, complete plant for the chemical and petroleum industries, synthetic fibres and power generating equipment. China has exploded a thermo-nuclear device and put into orbit a comparatively large artificial satellite.

An independent growing economy

China has now had eight consecutive good harvests and indications for this year are also good. This may partly result from better weather conditions than in the hard years 1960-2, but the Chinese are doing much to insure themselves against natural disaster by large-scale water-control works and increased farm mechanization. Though official information is fragmentary, foreign observers think total industrial output has now passed the previous peak and in some key industries is moving well beyond. In retrospect it is clear that foreign reports of losses of output and capital equipment during the Cultural Revolution were exaggerated. Transport and communications, including those affecting foreign trade, are improving, and have a high place among current priorities. In the wake of the Cultural Revolution, administration has been simplified, managerial and technical personnel are being rehabilitated and a new structure for technical education up to university level has recently been publicized. For more than a year there has been increasing talk in the Chinese press of economic planning at all levels, and indications of fundamental thinking about development strategy. This is widely expected to result in a new Five Year Plan to be inaugurated in January.

Important role of foreign trade

The Chinese cherish their total independence of foreign aid and guidance, and practice self-sufficiency as far as possible; but this does not mean indiscriminate rejection of foreign methods and materials. Foreign trade accounts for only a marginal part of total economic activity, but imports include materials and equipment which are very important to maintaining and developing the industrial sector. Chinese imports in recent years are estimated abroad at around £750 million a year, dominated by wheat, chemicals (especially fertilizers) and iron and steel products. In 1969 imports from non-communist countries were probably about £650 million: of which Japan accounted for £162·5 million, West Germany £62·5 million and Britain £51·8 million (these figures are f.o.b. suppliers' ports). The prospects for this year are that, despite the introduction of stricter political criteria for Sino/Japanese trade, Japanese exports will increase very sharply. West Germany and Britain should at least maintain last year's figures, whilst France should recover strongly to take fourth place among China's industrial suppliers. China's trade with communist countries has been steady around 20 per cent of total turnover in recent years. A slow increase is in progress but no dramatic change in the overall pattern is in sight. China has generally maintained a small surplus on her trade balance (in 1969 about £100 million). This trend continues in 1970.

British exports are at a record level

Britain has a long tradition of trading with China, and has been a leading supplier of her industrial imports in recent years. Exports in 1969 were worth £51·8 million compared with £28·5 million in 1968 and £38·1 million in 1967, the best previous year. Whilst the percentage increase was better than that of any other industrial supplier, it was wholly accounted for by unusually heavy sales of copper, platinum and

(Continued on next page)

THE CHINESE MARKET, *continued*

industrial diamonds. The only other substantial increase was in textile fibres. Delivery of iron and steel, machinery and instruments, in which Britain did well in the mid-1960s, continued to fall. The gratifying increase in British exports was thus partly due to temporary factors of which some diminution is already evident in the recent figures, though overall exports have registered a modest further increase. The value of machinery exports should improve considerably as deliveries are made under contracts signed since last summer. However resumption of a more normal level of non-ferrous metal sales would still reverse the rising overall trend. Even short of this, any further increase is likely to be more difficult to achieve, since it must involve commodities which are harder to sell than bulk industrial materials, and in which competition is more intense.

Prospects now are good, particularly in certain sectors

Neverthless China clearly intends to buy much more of commodities which Britain produces. Demand for industrial products including ships, marine diesel engines, heavy machine tools and locomotives, is running ahead of current supply. Apart from the special short term opportunity which this situation offers, the expected inauguration of a new long term economic plan may make commercial patterns established in the next few months particularly important.

It is particularly worth-while British manufacturers looking at prospects in the following categories:

(a) Ships, ships' gear and dockyard machinery. Possibly because West European liner services to China have been reduced and charter rates have increased considerably, the Chinese seem to have decided to expand their own fleet, by both domestic building and purchase.

(b) Machine tools. Recent inquiries have tended towards heavier types and more sophisticated controls. It should be remembered that a good supply of basic tools is available from Eastern Europe as well as Japan.

(c) Commercial vehicles. The Chinese have recently bought several thousand heavy trucks and construction vehicles, mainly from Japan and France.

(d) Electric and diesel locomotives and railway equipment. France and West Germany have secured large orders and more are expected.

(e) Textile machinery.

(f) Mining machinery, and process equipment for non-ferrous metals.

(g) Synthetic textile fibres and plastics raw materials for producing them.

(h) Complete plant and production engineering equipment. Between 1962 and 1966 China bought about 25 complete plants from abroad, including seven from Britain (mainly plastics and fertilizer). Since last autumn inquiries have been made from many countries, particularly in the field of metallurgical plant; and it is likely that the first new contracts are already in the pipeline.

There are less well-documented, but perhaps not less worthwhile prospects in:

(i) Agricultural machinery.

(j) Livestock.

(k) Machinery for use by China's export-oriented light industries, including food processing and packaging equipment.

In the short term early delivery dates will probably be a crucial advantage; but there are signs of Chinese willingness to consider longer term arrangements than hitherto, and this aspect is worth exploring. There is no prospect of China importing consumer goods on a substantial scale.

Straightforward trading practices

China's external trade is conducted by State trading corporations, responsible to the Ministry of Foreign Trade. It is not possible to make direct contact with the end-user, nor to employ an agent, distributor or dealer. Import licensing, customs formalities and tariffs do not exist as processes separate from the conclusion of contracts and need not concern the potential exporter.

China's reputation for meeting her financial obligations is among the highest in the world. Business is normally done on very short credit, with exporters often receiving payment before the goods reach China. China has not recently been interested in long-term credit. Although this could become a practical question again if she begins to import large plants and ships, there is little prospect of escalating credit competition among potential suppliers. The Chinese are very jealous of their financial independence, claiming to be the only country free of external and internal public debt; and indeed China has probably been a net exporter of capital since the mid-1950s, and has a sizeable foreign aid programme of her own.

Earlier this year, the Chinese authorities announced a decision to extend the use of Chinese currency in foreign trade transactions

Pictured here is Mr. Anthony Grant, Parliamentary Secretary, Board of Trade with Mr. Chang Tsien-hua, Commercial Counsellor (far right, front row) and next to him Mr. Ma Chia-chun, Chinese Charge d'Affaires, together with members of a civil aviation delegation which visited Britain at the time of the Farnborough Air Show. Far left is Mr. John Keswick, President of the Sino-British Trade Council.

Experience so far shows that this innovation need hold no terrors for the potential British exporter. The Chinese authorities are open to suggestions, and have made it clear that they expect RMB transactions to be extended in their import business more slowly than in the other direction.

Some firms have found Chinese contract terms more stringent than those of other State trading countries, particularly as regards post-delivery inspection, and penalty clauses. For their part the Chinese authorities have complained of frequent late deliveries by British exporters, a matter occasionally complicated by disputes over *force majeure*. Nevertheless, the vast majority of British exporters to China over the years have experienced no difficulty with contract terms sufficient to outweigh the attractions of Chinese trading practices in other respects. Whilst the Chinese authorities would probably prefer to keep their trade with each country roughly in balance, and individual firms (e.g., merchant trading houses) trading with China in both directions have some advantage in making sales, China has done comparatively little barter trade with Western countries and compensation trading is not the special lever for helping exports that is is elsewhere.

Though registration of trade marks is possible in China, there is no patent protection. The Chinese make no bones about studying foreign models in order to improve them or adjust them to Chinese conditions. Viewed realistically this should not be a substantial inhibition to potential exporters of modern technological products. One important compensation experienced by British manufacturers has been the possibility of establishing a sound continuing relationship with the Chinese authorities whereby the latter return for repeat orders and later equipment as it becomes available.

Prices should be quoted f.o.b. unless the Chinese authorities ask otherwise. There has been some tendency for the Chinese to prefer c&f prices recently, but in any case they effect their own insurance. Metric weights and measures should be used. Correspondence and literature in English are well understood and English is most commonly used with third country businessmen, for instance at the Canton Fairs (see below). Attempts to use Chinese language materials are risky, since materials designed for other Chinese language markets are entirely inappropriate in style and language, and errors of technical translation into Chinese are common. A major exception to this rule is the technical journal published by the Sino-British Trade Council (SBTC), which is designed solely for the Chinese market. (The SBTC can advise businessmen on the very few reliable sources of technical translation). Businessmen visiting China have no language problems since good interpreters are provided.

Promotional activities

Advertising is not possible except through foreign trade journals, of which the best is the SBTC technical journal.

Canton Fairs

A major feature of the Chinese foreign trade system is that a substantial part (perhaps as much as half) of the turnover in both directions with non-communist countries is transacted during the Kwangchow Export Commodities Spring and Autumn Fairs, held in Canton (a days' leisurely train journey from Hong Kong) from April 15 to May 15, and October 15 to November 15 every year. Despite their title, China does much of her import business through the Fairs. British visitors have traditionally been among the largest European contingents at these Fairs (more than 80 visited this year's Spring Fair), though they are greatly out-numbered by overseas Chinese from South East Asia and by Japanese visitors. British representation is made up mainly of importers and merchant houses long established in the China trade. Any firm coming new to this trade should not aim to visit Canton before establishing contact by other means, though it may be worthwhile considering giving a watching brief to a regular visitor to the Fair.

British exporters should now visit Peking when appropriate

Foreign businessmen visit China only by prior invitation. Apart from the Canton Fairs, very few West European businessmen have visited China (other than Canton) recently, but our rivals are resuming this practice and we must not be left behind. Purely promotional and reconnaissance visits to the head offices of the Corporations in Peking hardly exist (though when businessmen get here, it is often possible to conduct both functions on the margin of the main business in hand). Exporters are invited to Peking only when substantial business is in prospect, a practice which has the obvious advantage that visitors have better prospects than elsewhere of not going away disappointed. Firms with substantial business in prospect should now take positive action to obtain invitations to Peking. The special considerations affecting foreign (and particularly British) visitors to China at the height of the Cultural Revolution no longer apply. In recent months a large number of Japanese and some West European businessmen have visited Peking with substantial success; and in the longer term worthwhile sales of machinery, chemicals and instruments (and probably of steel products) will require direct contact with the head offices of the Corporations.

In present circumstances visits are better planned on the basis of individual firms. As regards group missions, the Chinese at present prefer to send their own missions to Western Europe, and this has obvious advantages for both sides. However, in the longer run exporters should anticipate visiting Peking and should indicate their willingness to do so whenever the Chinese think it justified.

Patience will be rewarded

In considering their overseas marketing strategy, firms considering China for the first time should be aware that it is remarkably cheap and easy to establish contact with Chinese buying authorities (though not necessarily with end-using decision-makers), and to service the market once business has been done. Patience may be needed, since the Corporations do not reply to all preliminary correspondence and they already have a considerable volume of descriptive materials reaching them. Another disturbing factor for firms new to the market is that after-sale feed-back of information is frequently slight or non-existent. It has been proved many times that this does not mean further orders will not be forthcoming.

First steps

Firms should write to the Corporations concerned with importing their products with a fair number of descriptive catalogues – 10 to the head office, five to branch offices – of the technical not glossy type; and with the best possible indication of f.o.b. prices. Single reference copies should be sent to the Chinese Commercial Office in London and the British Commercial Secretary in Peking. A further mailing two months later is normally justified with less frequent follow up letters thereafter. Literature on new products should be sent as it becomes available. For large-scale exporters, or those with a reasonable prospect of success in China (e.g., those dealing in the commodities listed above), it is well worthwhile getting in touch with the Office of the Chinese Commercial Counsellor in London, and in due course inviting them to visit factories and exhibitions at which the firms' products are displayed.

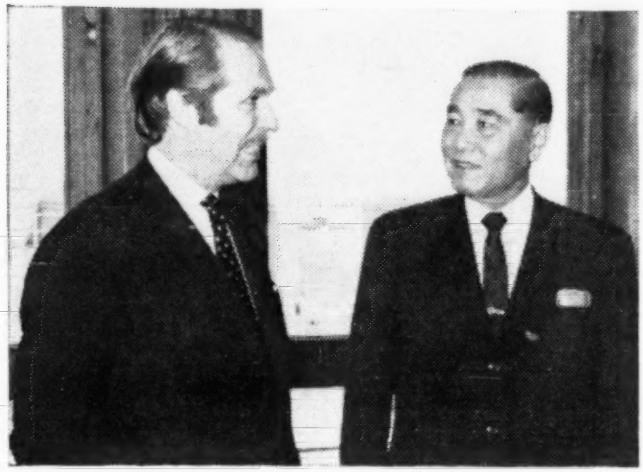
PRELIMINARY ADVICE

Firms seeking preliminary advice about China should first contact Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.2, who are in a position to provide introductory information on the market and to process requests for assistance or advice. The Division is also responsible for disseminating reports received from the British Commercial representative in Peking.

Commercial Relations and Exports Division, Board of Trade, 1 Victoria Street, London, S.W.1, are responsible for all matters concerning the United Kingdom's commercial relations with China and are able to advise on general issues, particularly those arising with firms familiar with that market.

The Sino-British Trade Council, 25 Queen Anne's Gate, London, S.W.1, have in recent months resumed their former high level of activity in liaison with the Chinese Commercial Office in London and in representation at the Canton Fairs. Apart from the Chinese-language technical journal already referred to, their regular functions include publication of a monthly journal and special bulletins on the China trade, and informal social gatherings for those involved in it.

Firms seriously interested in China should also read the monthly 'China Trade Report' distributed by the Hong Kong Far Eastern Economic Review.



Lieutenant-General Pichai Kullavanijaya, Deputy Minister of Economic Affairs in Thailand, was in Britain recently leading a trade mission from Thailand which had been on a tour of European capitals. He is pictured (right) with Mr. Anthony Grant, Parliamentary Secretary, Board of Trade.

President visits South Wales

MR. MICHAEL NOBLE, President of the Board of Trade, was due to visit Newport, South Wales, on Tuesday, October 13, to see the site for the new Business Statistics Office. He was also visiting the present premises to see the work of the Office and to address the staff.

Performing Right Tribunal

MR. H. W. CLARKE, Secretary of the Performing Right Tribunal, established under section 23 of sub-section (1) of the Copyright Act, 1956, will retire on October 15.

His successor will be Mr. D. Daley of the Industrial Property and Copyright Department of the Board of Trade.

British businessmen speak in United States on protectionist legislation

SPEECHES ON PROPOSED protectionist legislation in the United States were made recently by Mr. John Partridge, president of the Confederation of British Industry and by Mr. Eric Turner, president of the Birmingham Chamber of Commerce.

Speaking to the British-American Chamber of Commerce in New York on October 6, Mr. John Partridge said: 'In the present climate of opinion, some people in Europe and the United States would think it idle now to speak of any major negotiations to reduce tariffs on industrial goods. The pressures to introduce protectionist legislation in the United States and the failure so far to abolish the American Selling Price have raised serious doubts in Europe whether the political will behind the United States' liberal commercial policy has been seriously impaired. On your side, I know there is concern that an enlarged European Community will not be interested in multilateral negotiations and that it will eventually set up its own satellite trading system through a proliferation of bilateral preference arrangements.

'I am optimistic enough to believe that if enough of those people who live by international trade raise their voices both of these fears will be proved wrong. It makes no economic sense at all for the United States, which is the base of so many multinational corporations, to call a halt to the movement towards freer world trade and investment. Equally, a wider community will want to be more liberal in its policies, not less: the process of enlargement is likely to increase the numbers of European-based companies with world-wide operations and an interest in abolishing obstacles to the free disposition of men, money and goods. Of the existing members of the EEC, the Netherlands has a long tradition of overseas investment, Germany is now a significant exporter of capital, and France in recent years has encouraged her companies to establish themselves in growing numbers on overseas markets through subsidiary operations. Of the possible future members or associates, Britain, Switzerland and Sweden notably have companies with a presence in many parts of the globe. I suggest that this is evidence enough that the United States will find a willing partner for talks on a new round of negotiations for trade liberalization, once the changes that arise out of enlargement of the community have been absorbed.

'There is enough for us to work on now. As you know, the Secretariat of the General Agreement on Tariffs and Trade (GATT) has been busy identifying all the non-tariff barriers which hinder trade. No fewer than 800 different items, ranging from customs valuation procedures to restrictive national purchasing policies, have been notified and classified for negotiation. At the next session of GATT Contracting Parties early next year the willingness of all to put their officials round a table and work out solutions will be put to the test. Looking further ahead, the International Chamber of Commerce, which is represented throughout the industrialized and developing world, and of which the United States is a distinguished member, has been forging plans for the elimination of most industrial tariffs over 10 years, and has been examining how agreements for the agricultural part of the package might be reached. Already some of the Chamber's ideas are finding an echo in Europe. I hope that they are receiving the attention they merit in the United States.'

Mr. Eric Turner, who spoke to the British-American Chamber of Commerce in Los Angeles on October 7, said: 'It goes without saying that I have no wish to get involved in your domestic politics, but with an audience such as this, I feel that I must make some reference to the concern which a number of people in Britain feel about the possible effects of the protectionist clauses in the Trade Bill before Congress. We know that America has suffered, as we all have, from restrictionist policies round the world, but we do feel that the restrictions in your own Bill could, if adopted, set up a chain reaction from which all countries, including America, will suffer. You have championed for the last 25 years the cause of free trade, on which further progress for us all depends so much. The United States is in the fortunate position that it exports far more than it imports, and since its exports are rising fast it has more to lose, in earnings and in jobs for American people, from the proliferation of import restrictions than it has to gain. I know that your Chamber and your sister Chambers have great influence in the corridors of power, and I am sure that those of you who agree with my sentiments will no doubt already be doing something about it.'

Note: An article on the implications of the United States protectionist trade legislation was published in the *Board of Trade Journal* of October 7, page 753.

Soviet delegation at CBI

MR. M. I. MISNIK, First Deputy Chairman of the State Planning Committee of the USSR (Gosplan) recently led a delegation to this country at the invitation of the Confederation of British Industry.

The Soviet delegation had a series of discussions with CBI's president and director-general, Mr. Campbell Adamson, and with a number of leading industrialists and merchant banks.

Talks were also held with the Board of Trade (*Board of Trade Journal*, October 7), the Ministry of Technology and the Export Credits Guarantee Department.

At these meetings Mr. Misnik specified the projects which the Soviet Union seeks to develop at an early stage on the basis of economic co-operation with United Kingdom industry and finance to the mutual benefit of both countries. These are (1) a copper

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.*4 (*Tel.* 01-248 5757, *Ext.* 7146).

project in Ukodan; (2) a nickel project in Kazakstan; (3) an iron ore development on the Kola peninsular; and (4) a forgings plant.

Projected container and ports system

In addition CBI was given further details of the Soviet Union's intention to establish a modern container and ports system which would allow international use of the rail link between the Atlantic and the Pacific coast.

At the end of the visit Mr. Campbell Adamson said that although progress would inevitably be slow the talks, by concentrating on four specific projects, had gone far beyond general discussions.

The Soviet delegation had come with the full technical specifications of their requirements and were clearly keen to see the various proposals moving ahead as quickly as possible.

EFTA pharmaceutical convention signed

A CONVENTION designed to remove obstacles to trade in pharmaceuticals was signed by the nine EFTA member countries at a meeting in Geneva on October 8. The Convention is the culmination of work begun in 1966 to study the impact on trade of differing government regulations concerning pharmaceuticals. The terms of the Convention provide for mutual recognition by national health authorities of inspections of pharmaceutical manufacturing plants and products made by their counterparts in other signatory states. The inspections are to cover personnel, premises and facilities, equipment, hygiene and manufacturing and control procedures. The contracting states are to ensure that the inspectors have the appropriate qualifications and experience.

The Convention will apply to any medicine or similar product intended for human use which is subject to control by health legislation in either the manufacturing or the importing country.

The Convention will come into force 90 days after it has been ratified by five states. Any necessary changes in the inspection system of any of the contracting states are to be completed within 18 months from the date of ratification.

An important aspect of the new agreement is that it will be open to non-EFTA states which have comparable inspection systems.

BNEC's Export Award for Smaller Manufacturers

THE BRITISH NATIONAL EXPORT COUNCIL is repeating its successful Export Award for Smaller Manufacturers first instituted last year. Entry forms have now been mailed to some 13,000 firms who may qualify to enter. The purpose of the competition is to recognize the achievement of the staff as well as the firm. Therefore the award is in two parts. Each winning company will receive a trophy at a ceremony in London, and a nominated employee of the firm with his or her wife or husband will enjoy a two-week tour (flying BOAC) visiting New York, Florida and Barbados, travelling as a group with a BNEC escort throughout.

The competition is open to British manufacturing companies or groups of companies with not more than 200 people on their pay-roll at March 31, 1970 and whose exports exceeded £50,000 during the year ending March 31, 1969 and £100,000 during the year ending March 31, 1970.

The closing date for entries is December 1, 1970 and copies of the entry form with full details of the award competition can be obtained from BNEC, 6-14, Dean Farrar Street, London, S.W.1.

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 *Southampton Buildings, London, W.C.2.*

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

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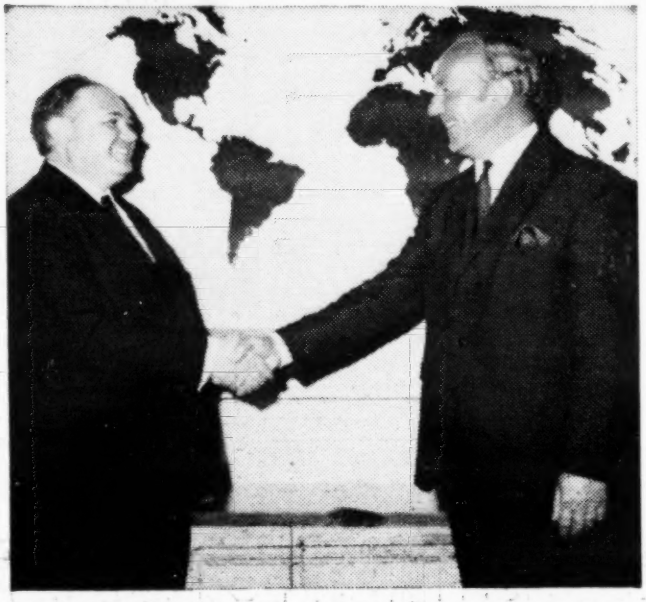


Czechoslovakian radio editor Professor Otakar Stary, and documentary and television director, Mrs. Eva Horska, visited Britain recently to record material on methods of container handling developed by the Integrated Handling Systems division of the Owen Organisation. They were interested, particularly, in the use of the new Owen Karricon Straddle Carrier and the Owen Travelift at container ports and terminals. Picture shows Professor Stary (left) being welcomed by Mr. J. D. McGregor, director of Owen Organisation Integrated Handling Systems.

Application for reimposition of import duty

THE BOARD OF TRADE, Tariff Division have received application for the reimposition of import duty from January 1, 1971, on the following items which are at present temporarily exempt from duty.

Tariff Heading	Description	Reference
28.43	Cuprous potassium cyanide	13211
29.04	Tridecyl alcohol, mixed isomers	6996
29.06	2-Naphthol	13034
29.07	Hexachlorophane	589
	Sodium 2, 4, 5-trichlorophenoxide	13309
	3-Trifluoromethylphenol	3890
29.14	n-propyl acetate	10906
	undec-10-enoic acid	11021
29.15	Oxalic acid	278
	Tetrabromophthalic anhydride	6473
29.22	Cyclohexylamine	13503
	N-Methyl-4-nitroaniline	13292
	4-Nitroaniline	6210
	N-*iso*- propylaniline	13350
29.23	Acetaldehyde ammonia	13200
	N-Ethyl-N-2-hydroxyethyl-*m*-toluidine	6859
	Di-(2-hydroxy-n-propyl)	11067
29.25	Pivalamide	5198
	Tetramethylurea	6939
29.31	Di-(4-Hydroxyphenol) sulphone, having a melting point not less than 236° centigrade	6829
	Diphenyl sulphone	11145
29.35	Caprolactam	7966

Representations should be addressed to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, SW1 giving the respective reference shown above. Representations should be received by October 23.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, SW1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 28.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.07	2, 2-Di-(3, 5-dibromo-4-hydroxyphenol) propane	Tetrabromobisphenol A (4, 4'-iso propylidene (2, 6-dibromophenol)	December 31, 1971	13504
29.13	4-Chloroacetophenone	para chloro acetophenone	December 31, 1971	13498
29.16	4 - Allyloxy - 3 - chlorophenylacetic acid	3 - chloro - 4 - allyloxymethylphenyl acetic acid	December 31, 1971	13485
	Magnesium gluconate	As in previous column	December 31, 1971	13505
29.22	1, 3-Diaminocyclohexane	As in previous column	December 31, 1971	13506
29.35	5 - Benzyl - 3 - furylmethyl (+) - *trans*chrysanthemate	As in previous column	December 31, 1971	13500
85.15	Radio equipment for light aircraft	(a) very high frequency omni-directional radio range apparatus (VOR), instrument landing system localizer apparatus (ILS/LOC), instrument landing system glide path apparatus (ILS/G. PATH); (b) Very high frequency communication apparatus (VHF/COM), (transmitters, receivers or combined transmitter/receivers) covering a frequency band of at least 118 to 135·95 MHz with not less than 180 channels and capable of operating in areas where 50kHz channel spacing is in force; (c) apparatus combining the functions and capabilities of any of the apparatus specified in (a) and (b) above; of a type approved by the Board of Trade, at the date of this Order, under Article 13 (5) of the Air Navigation Order 1970, as amended, for use in aircraft of not more than 12,500 lb. maximum total weight authorized; flying in controlled airspace in accordance with the Instrument Flight Rules as defined in the said Air Navigation Order, but not for use in other aircraft. **Note:** Apparatus of a type approved by the Board of Trade is listed in Civil Aviation Publication CAP 208, Airborne Radio Apparatus Vol. 2, published by HM Stationery Office. This publication is subject to amendment and confirmation that apparatus is of a type approved at the date of this Order should be obtained from the Board of Trade, Controllerate of National Air Traffic Control Services, Tels N3, 19-29 Woburn Place, London, WC1H OLX.	December 31, 1971	11057

Application for anti-dumping duties on imports of sisal twine from Portugal

THE BOARD OF TRADE are considering an application for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act 1969 on sisal twine under ¼ in. in diameter, imported from Portugal.

A statement of the applicant's case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than October 30, 1970. Such representations, in summarized form and without attribution to the source, may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be sent, in writing to the Tariff Division, Board of Trade, Room 103, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1.

Purchase tax on drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a direction under Section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 5) Direction 1970 which temporarily exempts further essential drugs and medicines from tax. The effect of the direction, which is operative from October 2, 1970, is to make the following extension to the entries contained in the Schedule to the Purchase Tax (No. 1) Order 1970.

The Commissioners of Customs and Excise direct with effect from October 2, 1970 the list of drugs and medicines that are exempt from all charge to purchase tax shall be extended as if the undermentioned extension was made to the entries contained in the Schedule to the Purchase Tax (No. 1) Order 1970.

In Head II the entry relating to 'Salbutamol;' is extended to read 'Salbutamol and salts thereof;'.

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this direction.

Traders known to be concerned are being separately notified.

Government's proposals for Industrial Relations Act

AS BRIEFLY NOTED in last week's *Journal* (page 750) Mr. Robert Carr, Secretary of State for Employment and Productivity, issued a Consultative Document to the TUC and CBI on October 5 which set out the scope and nature of the legislation on industrial relations which the Government intends to present to Parliament towards the end of the year. Mr. Carr said the document would provide the basis of the consultations he would be having with both sides of industry over the next five or six weeks prior to the final drafting of the Bill.

Annual reports of ITB's

Paper and Paper Products Industry

A YEAR of 'vigorous activity' is revealed in the second annual report of the Paper and Paper Products Industry Training Board (HMSO, price 3s. 6d. net) published on October 1.

This has included bringing into full operation its grant/levy scheme, carrying out intensive studies of the training needs of various sectors of the industry and, probably above all, seeking recognition by management of the value of training as a management tool, together with showing the usefulness of the Board in making that tool more effective.

Shipbuilding industry

To encourage firms to take up places on management education courses, the Shipbuilding Industry Training Board has arranged for the London and Manchester Business Schools to give special consideration to nominations from the industry. A management development adviser is being recruited to help develop management and supervisory training.

These are two examples mentioned in the Board's annual report (HMSO, price 10s. net) published on September 30, on the way in which the Board is encouraging management training and development.

Trends established from the annual manpower and training surveys of firms within scope of the Board show how the combined efforts of the Board and the industry it serves have improved standards of training, particularly of craftsmen and technicians, in the last four years.

Food, Drink and Tobacco Industries

WIDE EVIDENCE of a more systematic approach to training was appearing by the end of the first levy/grant period of the Food, Drink and Tobacco Industry Training Board. This showed both in the encouragingly high uptake of grants in the first period and in the findings of an Evaluation Survey.

This situation is more fully explained in the second annual report from the Food, Drink and Tobacco Industry Training Board. The report deals with the year ended March 31, 1970 and was published on October 8, by HMSO (2s. 3d.).

Annual report of Factory Inspectorate

THE ANNUAL REPORT of HM Chief Inspector of Factories 1969 (H of C Paper 74) was published on October 7 and is available from HMSO, price 13s. net.

One hundredth report of the Royal Mint

THE ROYAL MINT announce that the production of coins during 1969 reached an all-time peak of 2,685 million pieces. Of this total, 1,382 million were produced at the new Mint at Llantrisant and 1,288 million at Tower Hill. The remaining 15 million coins were produced at the Training Unit in Bridgend.

Export work

Coins struck for 30 overseas governments totalled 311 million. These included coins of new designs for Guernsey, Jersey and the Irish Republic who are adopting decimal currency at the same time as the United Kingdom. Orders for coins of new design were also received from Bermuda and Jamaica; and from Bahrain, Ghana, Jordan and Zambia each of whom issued commemorative coins under the scheme instituted by the Food and Agriculture Organization of the United Nations.

Domestic coinage

The main emphasis during the year was on the production of decimal coin of which a total of 2,016 million pieces were struck. These consisted of 164 million 50p, 398 million 10p, and 83 million 5p in cupro-nickel and 394 million 2p, 586 million 1p and 391 million ½p in bronze.

A record number of pennies, 219 million, were struck in response to continuing public demand. Other non-decimal denominations struck were 92 million sixpences and 47 million threepenny pieces.

Medals

Production of medals and decorations was 86,000 (compared with the 95,000 issued in the previous year) and included were the Prince of Wales Investiture Medal, the Prince Philip Prize Medal for the Royal Zoological Society and medals for the Winston Churchill Memorial Trust.

The Report (HMSO, price 13s. net) also contains an account of the inception of Royal Mint Annual Reports, comment on the withdrawal of the halfcrown and halfpenny and background on the development of Royal Mint export work.

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA', published by the EFTA Secretariat in Geneva. This 161 page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).

More than 1,300 English hotel grant applications in 12 months

MORE THAN 1,300 applications for grants under the Government's Hotel Development Incentives Scheme have been received by the English Tourist Board in the 12 months ending September 30, 1970, Sir Mark Henig, Chairman of the Board, announced on October 6.

These applications represent a total capital investment of over £120 million in new hotels, extensions to existing hotels and equipment.

'This massive programme, equivalent to providing 235 new hotel bedrooms every week for the next 2½ years, will mean an increase in English hotel accommodation of 30,000 new bedrooms'. Sir Mark Henig said: 'I am also pleased to report that the Board's Loan Unit has now approved the first loans and is receiving a steady and increasing flow of applications.'

Minister announces new industrial projects in Wales

MR. NICHOLAS RIDLEY, Joint Parliamentary Secretary, Ministry of Technology, whose responsibilities include the Ministry's Regional work, announced three new developments at a press conference at Treforest Industrial Estate:

The Ministry's advance factory of 10,000 sq. ft. at Clydach has been allocated to Peninsular Canners Ltd., a new company formed by Dutch and English meat canning interests. The factory is now to be extended to 27,000 sq. ft. and will provide jobs for 120 men and 30 women.

The Ministry are to build a factory of 50,000 sq. ft. for Polya Industries Ltd. at Llanhilleth, near Abertillery, for the manufacture and finishing of knitted fabrics. The project will provide jobs for 350 workers, half of whom will be men.

A new Mintech advance factory of 25,000 sq. ft. is to be built in the Gwaun-Cae-Gurwen area, near Pontardawe, to replace advance factories in the Swansea Valley Special Development Area for which tenants have been found.

New cannery for Pontardawe

THE MINISTRY of Technology advance factory of 10,000 sq. ft. at Clydach, Glam., has been allocated to Peninsular Canners Ltd. of Brentwood, Essex.

Peninsular Canners is a new company which has been formed by a Dutch company, Oscar Kohnen, Mr. E. Longen, a Dutch canning machinery manufacturer, and Mr. R. E. Dutton, an Englishman with considerable experience of the meat processing trade, who will be in charge of the new project. Oscar Kohnen are processors and canners of cooked hams and ox tongues which are exported to many overseas countries including North America and the United Kingdom. It is intended that the production of Kohnen hams and ox tongues should now be undertaken in this country in order to meet specific requirements of the United Kingdom market.

An integrated processing and canning unit will be established in the advance factory which is now to be extended to a total of 27,000 sq. ft. to enable the most up-to-date and hygienic quality control equipment to be installed. It is intended that, when fully operational, all supplies of Kohnen products, at present imported from Holland, will be produced at Clydach. In due course the factory will undertake the export of hams and other products to the United States.

Employment will be provided for 120 men and 30 women when the project is fully operational. A small nucleus of Dutch experts will be temporarily based at Clydach to provide training in the various processes of meat preparation, cooking and refrigeration that will be undertaken in the factory.

The Ministry of Technology are also to build another advance factory in the Pontardawe area to replace advance factories in the Swansea Valley Special Development Area for which tenants have been found. It will be 25,000 sq. ft. in area and the intention is to reserve it for a firm employing a predominantly male labour force. The Welsh Industrial Estates Corporation will build it on behalf of the Ministry of Technology on a site in the Gwaun-Cae-Gurwen area.

Leather and fabrics factory for Abertillery

THE MINISTRY of Technology are to build a factory of 50,000 sq. ft. for Polya Industries Ltd. at Llanhilleth, near Abertillery, Mon., in the Special Development Area.

Polya Industries Ltd. began the manufacture of leather and fabric gloves at Treforest in 1939 and in 1947 moved to larger premises at Pontypridd to provide increased manufacturing facilities. They currently employ over 200 people on the production of gloves, knitting, dyeing, finishing and printing of jersey textile fabrics in crimplene and man-made fibres for the use of swimwear, underwear, dresswear and clothing manufacturers and also furnishing fabrics for stretch covers, both in this country and overseas.

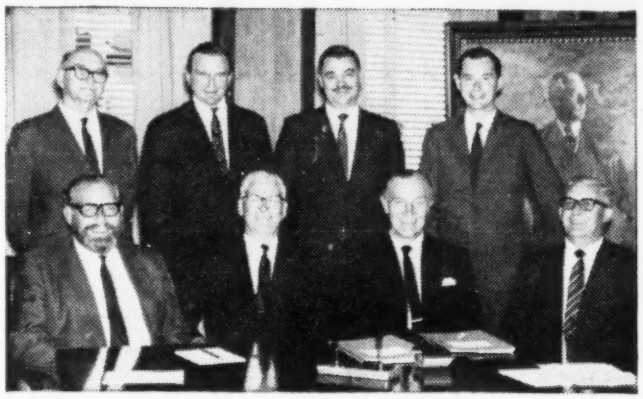
The new factory will be erected by the Welsh Industrial Estates Corporation, on behalf of the Ministry of Technology, on a site of five and a half acres which will provide room for further expansion, at the Abertillery Urban District Council's industrial estate at the Walpole Field, Llanhilleth. Building work will start later this year and the factory is expected to be ready for occupation by the end of 1971. When fully operational about 350 people, half of whom will be men, will be employed.

In addition to providing the factory the Ministry of Technology have also agreed to provide the company with financial assistance towards the cost of establishing the project.

New industry for Amlwch

THE MINISTRY of Technology Advance Factory of 25,000 sq. ft. at Amlwch, Anglesey, has been allocated to DCM (Holdings) Ltd. of Petersfield, Hants.

DCM (Holdings) Ltd. comprise a number of companies operating in the electronic, foundry and general engineering fields including Tews Engineering Ltd., DCM (Axles) Ltd., DCM (Sealers) Ltd., DCM (Electronics) Ltd., and DCM (Civil Engineering) Ltd. At present the group occupy premises of just under 20,000 sq. ft. at Petersfield where they employ some 65 people, mostly male. To



A financial agreement has been signed in Johannesburg between Hill Samuel & Co. Ltd., the London merchant bankers, and the Electricity Supply Commission (ECOM), of South Africa. Pictured here at the signing of the agreement are, standing, left to right: Mr. Stegmann, solicitor for ECGD, Sir Philip de Zulueta, director, Hill Samuel & Co. Ltd., Mr. P. J. T. Oosthuizen, secretary of ESCOM, Mr. J. M. Macdonell, manager, export finance, Hill Samuel & Co. Ltd.; seated: Mr. T. Hayley, Deputy Consul-General (Commercial), Johannesburg, Mr. H. J. de Villiers, general manager of ESCOM, Mr. F. J. Leishmam, chief executive of the Hill Samuel Group (SA) Ltd., Mr. J. A. Bothma, financial manager of ESCOM. (*see* Board of Trade Journal, *October 7, page 790*).

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.1;* 134 *Castle St., Edinburgh 2; Brazennose St. Manchester 2;* 35 *Smallbrook, Ringway, Birmingham 5;* 109, *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol 1;* 7-11 *Linenhall St., Belfast 1; or through any bookseller.*

Government surplus sales

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
October 28-29	Miscellaneous stores	RAF, Stradishall, Newmarket, Suffolk	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171.)

Large selection of furniture, some of which will be offered in single and small lots to suit individuals and small dealers; crockery and cutlery (ex-officers mess); fire fighting equipment including delivery and suction hose, plastic sheeting 160 ft. by 90 ft.; 10 tons scrap rubber; tyres, with high nylon content; women's shoes, berets and raincoats; denim blouses and trousers; blue CD trousers; first aid and rescue equipment; fleece coat linings; rubber boots; ankle boots; trailer-mounted welding shops; centrifugal water pumping sets; concrete vibrators; smooth drum rollers; paints, dopes and thinners; varnish and adhesives; large selection of other miscellaneous items of stores.

November 3-5	Miscellaneous stores	The Lido Hall, Worthy Lane, Winchester, Hants.	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)

Conveyancer, Lansing Bagnall and Staccatruc fork lift trucks; Fowler diesel locomotive, 150 h.p.; Whirlwind helicopter spares; battery charging sets; Ruston Bucyrus crane conversion sets; scrap tyres; MT spares; miscellaneous wireless and communication spares; theodolites; binoculars; wrist watches; electrical spares including transformers, capacitors, resistors, etc.; various hand tools; machine tools; electronic valves; electric cable; trolley, screw and hydraulic jacks; jerricans, water bottles; scrap lead, brass and copper; DMS boots; black leather shoes; arctic coats and trousers; seamen's white jerseys, kitbags, blue serge jackets and jumpers, bell bottom trousers; caps; hats; shorts; foul weather coats and trousers; vests and drawers; battledress trousers and blouses; women's leather shoes, various sizes; khaki greatcoats; scrap canvas, webbing, hessian, leather; furniture including easy chairs, tubular stacking chairs, wardrobes, chests of drawers, table various, writing tables, wood and steel lockers; double tier single iron cots; carpets; mats; white and coloured blankets, etc.

November 11	Miscellaneous stores	Auctioneers' Premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 69292.)

Coventry Climax fork lift trucks; vehicle spares; hydraulic trolley and screw jacks; diagnostic X-ray unit; machine tools; scrap batteries; hand tools; welding plant; miscellaneous electrical items including fans, transformers, meters, resistors and capacitors, etc.; donkey boilers; test pumps; centrifugal oil purifier; coke crushers; winches; shot blast unit; treadle sewing machines; wooden boxes with hinged lids and webbing handles; gas forge; binoculars; miscellaneous crockery and kitchenware; furniture including tables; sideboards; settees; fold flat chairs, etc.; carpets; curtains; blankets; woollen and mixed rags; kitbags; greatcoats; ankle boots; blue serge jackets and trousers and large quantities of miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only).

SALES BY TENDER

MACHINE TOOLS

Horizontal, vertical, jig and fine borers; vertical broach; pillar and radial drills; internal, surface, tool and cutter grinders; gear grinder; centre, capstan and turret lathes; horizontal, vertical, universal and profile millers; planing, shaping, slotting, sawing machines, etc. Located at Nottingham and Branston. Permission to view on presentation of Tender Forms only, obtainable from Ministry of Defence, Directorate of Sales (Supply) (Sales (S) 6 a iv)), First Avenue House, High Holborn, London, WCIV 6HE. Tenders must be returned by 10 a.m. on the following dates: Tender No. 2877 – Nottingham, October 27, 1970; Tender No. 2878 – Branston, November 10, 1970.

enable the firm to cope with a large demand for drive axles, steering axles and completed gear boxes they urgently require increased production facilities. They have decided to locate their expansion in the Amlwch area where they can take occupation of the factory immediately and benefit from the availability of skilled labour.

When the factory is fully operational the company will employ a total of about 100 people, three-quarters of whom will be men.

Conference on industrial applications of small computers

A FIVE DAY conference on the industrial application of small computers is to be held at the Ministry of Technology's Birniehill Institute, East Kilbride, Glasgow from October 26 to 30.

The conference will attempt to provide the most comprehensive cover so far available of all aspects of small computer applications and will include a number of 'firsts' and other notable contributions. There will be sessions dealing with engineering design, factory systems, production techniques, and process control, all in relation to small computers. An afternoon will be devoted to a 'talk-shop' including demonstrations and short talks on subjects such as desk-top computing, NC control tape preparation, computer-assisted instruction and a Single-pass FORTRAN Compiler.

The keynote address will be given by the director of the National Computing Centre. During the conference, a Delphi experiment will be conducted as an attempt at technologically forecasting the future market for small computers in industry. A hardware/software survey of the present small computer field will be made available free to delegates.

Further details of the conference can be obtained from the Institute, telephone East Kilbride 20222, Ext. 570.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of right' on the dates specified.

No.	Grantee	Subject-Matter
	September 10, 1970	
1,062,928	Standard Telephones and Cables Ltd.	Multi-wafer integrated circuits
1,057,840	Douwe Egberts Koninklijke Tabaksfabriek - Koffiebranderijen - Thee - handel	Coffee extract
1,178,457	Northern Electric Co. Ltd.	Electric fuse device
1,062,400	Mefina S.A.	Arrangement for basting on a sewing-machine
1,062,868	Mefina S.A.	An adjustable system feeding an electric motor through a resistance of a variable valve
1,079,919	Commissariat a l'Energie Atomique	Furnaces for manufacturing ingots particularly of uranium carbide
1,079,920	Commissariat a l'Energie Atomique	Ingot furnaces
1,174,429	Kugelfischer Georg Schafer & Co.	Bearings
	September 16, 1970	
1,027,481	Fabrick van Chemische Produkten	Crystalline mixtures of capillary-active salts and processes for preparing same.
1,063,845	Cspel Autogyer	Air brakes for vehicles.
1,070,450	Viktor Seidl	A grading device in ballast cleaning apparatus.
1,086,510	Gevaert Photo-Producten	Silver complex diffusion transfer process.

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller

The Patent Office

Aviation and Shipping

Mr. Corfield on threat of hi-jacking

SPEAKING AT A Conference of the Aerodrome Owners' Association, at Oxford, on October 8, Mr. Frederick Corfield, Minister of State, Board of Trade, said: 'In the present circumstances, questions of security are inevitably in the very forefront of all our minds. Air transport is probably the most rapidly growing industry in the world. It plays a vital part, not only in its own contribution to the balance of payments, and in providing the communications that are so essential to our trade, but also, by enabling an increasing number of personal contacts across international frontiers, in contributing to better understanding between nations of the world.

'That the threat of hijacking of aircraft and of the sabotage of aircraft and the ground installations and aerodrome facilities represents a very real threat to the whole basis of modern international communications is, however, today all too apparent.

'In the past few weeks, much has been said and written about the need for international conferences, treaties and sanctions. These are, of course, important: but however universally accepted, they depend in the last resort upon the willingness and ability of nation-states to enforce the rule of law within their territories.

'Of all the approaches to this problem that have been suggested, many of which are currently being carefully considered, by far the most important and effective must, I believe, be the measures directed to denying to these people the opportunity to put into effect their evil intent – in other words, security on the ground. This is a complex undertaking that makes heavy demands upon personnel in many different walks of life connected with civil aviation, the responsibility for which falls perhaps even more heavily upon those who manage airports and airlines than anyone else. It inevitably also involves measures that run completely counter to so much that you have been trying to do to speed handling of passengers and baggage and in generally improving services available to the public.

'While it would clearly be self-defeating to publicise the measures that are being taken on the ground and in the air, I want to take this opportunity first to express the Government's appreciation of all those who have so unhesitatingly taken on extra and sometimes unpleasant duties, whether they be airport or airline employees, members of police forces, of the Customs and Excise, of fire services, or military personnel, specialising in the dangerous task of examining explosive devices and rendering them ineffective. We appreciate that in many cases these duties have involved long hours and the loss of weekend and other leave. All these people deserve our gratitude.

'Secondly, I want to assure you that the Government is giving urgent consideration to further measures to improve our security arrangements, with particular regard to the equipment and manpower required to retain them on a permanent basis without placing undue pressures on those most directly concerned. We have no reason to believe that we are dealing with a purely temporary menace and we certainly cannot plan on this basis.'

Air rules going metric

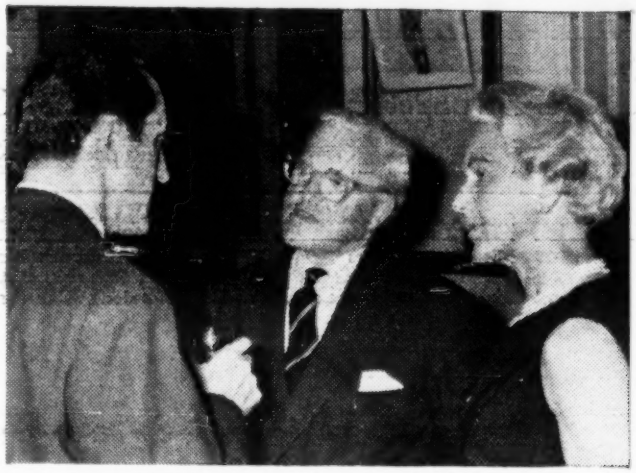
AERODROME RUNWAY SIGNS and aircraft lettering will be measured in metric distances from March 1, 1971, under new regulations published on October 6 and 7. Later regulations to extend the use of metric units and also provide for the conversion of aircraft weights from pounds to kilogrammes, will come into effect on January 1, 1972.

Pending the outcome of current talks within the International Civil Aviation Organization, the 'foot' and 'feet per minute' will be retained as the units referring to altitudes, flight levels, vertical speeds and certain vertical heights.

Civil Aviation Publications will be amended as they become due for revision. Flight manuals for new aircraft types are generally being produced in metric units.

The regulations are:

- The Air Navigation (Amendment) Order 1970 (SI 1970 No. 1442)
- The Air Navigation (General) (Amendment) Regulations 1970 (SI 1970 No. 1449)
- The Rules of the Air and Air Traffic Control (Amendment) Regulation 1970 (SI 1970 No. 1448)
- Civil Aviation (Aerial Advertising) (Amendment) Regulations (SI 1970 No. 1444).



Sir Anthony Milward, chairman of BEA, accompanied by Lady Milward, attended a reception at the Bulgarian Embassy on Wednesday, September 30. The reception was held to mark BEA's inaugural flight to Sofia, the Bulgarian capital, on Thursday, October 1. The picture shows Mr. Grigorov (left), the Bulgarian Ambassador, greeting Sir Anthony and Lady Milward.

Anchors and Chain Cables Rules 1970

NEW RULES made under the Anchors and Chain Cable Act 1967 come into operation on October 19, concerning the testing of anchors and chain cables for use on ships registered in the United Kingdom, replacing the arrangements that have operated for the past 70 years under the Anchors and Chains Cables Act 1899.

The principal effects of the new rules are to bring the methods and requirements for testing into line with modern day practice and to permit of testing at any suitable premises under the supervision of Certifying Authorities instead of only at Licensed Proving Houses.

Apart from small anchors and chain cables, the rules apply to all anchors and cables first taken on board a ship registered in the United Kingdom, irrespective of their origin. The Board of Trade will no longer be concerned with the authorization of scales of maximum charges for statutory testing.

Boeing, BAC and Aerospatiale sign agreement

A TRIPARTITE agreement between the Boeing Co., British Aircraft Corporation, and the Aerospatiale France, for interchange of information on environmental problems associated with supersonic transports has been signed in Paris.

All three companies are actively engaged in the SST field; BAC and Aerospatiale in development of the Concorde, and Boeing in design of the 2707-300.

Public inquiry into loss of 'Lairdsfield'

THE PUBLIC formal investigation into the loss of the MV 'Lairdsfield,' ordered by the Board of Trade under Section 466 of the Merchant Shipping Act 1894, will open at 10.30 a.m. on Monday, February 1, 1971, at James Finnigan Municipal Hall, Fabian Road, Teesville East, South Bank, Teesside.

The 'Lairdsfield' (522 tons) capsized and sank in the North Sea off the mouth of the Tee on February 6, 1970. Her crew of 10 men were lost.

The ship, owned by Coast Lines Ltd., was on a voyage from the Tees to Cork. She sank shortly after leaving port and was found capsized and half submerged in about 30 feet of water.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1964	105	108·3	107	107	103	..	117	113 r	120	124	113	640	411	93	46
1965	108	111·7	115	114	105	..	121	124 r	119	127	117	385	263	47	31
1966	110	113·2	122	120	108	100	124	128 r	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101	133	124 r	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	104	140	130 r	143	145	142	157	23	75	41
1969	117	122·9	143	142	113	103	135	135 r	146	130	130	276	194	–17	36
1968															
2nd quarter	114	118·8	133	132	110	102	137	123	135	147	142	71	39	26	– 9
3rd quarter	116	120·7	135	135	112	103	138	129	143	142	138	88	53	13	9
4th quarter	118	122·3	138	138	113	104	145	146	159	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102	132	124	136	135	134	96	104	1	9
2nd quarter	116	123·3	141	141	113	104	133	136	145	129	127	65	33	– 3	—
3rd quarter	118	123·2	143	144	113	103	136	141	152	130	128	23	–12	– 6	10
4th quarter	119	123·5	147	146	114	103	136	140	152	127	131	92	70	– 9	16 ·
1970															
1st quarter	117	123·7	149	148	114	103	132	138	140	115	131	–25	45	– 7	–41
2nd quarter	119	122·8	254	153	116	104	138	145	156			68	33	8	7
1970															
February		124				104									
March		125				103									
April		125				103									
May		121				105									
June		123				105									
July		122 p				104									
August						105									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries orders on hand (end period)	Retail price Index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1964	119	107·0	3·3	103·9	101·9	148·6	362	221	24,566	114	105	–395
1965	123	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	– 77
1966	118	116·5	3·9	110·2	107·3	168·5	323	255	24,834	119	122	43
1967	108	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	126	–312
1968	108	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	150	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	167	169	416
1968												
3rd quarter	104	125·7	5·6	119·3	112·8	187·7	547	189	24,292	161	154	– 27
4th quarter	108	127·2	5·6	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	111	129·7	6·2	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	119	131·8	5·4	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	116	132·0	5·0	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	119	136·2	5·0	130·1	121·6	209·0	561	192	24,270	172	180	153
2nd quarter	122 p	139·5	5·8	129·2	123·6	213·8	563	187		183	182	53
3rd quarter							592	185				
1970												
March	119	137·0	5·1	130·8	120·6	211·1	567	188		176	185	
April	119 p	139·1	5·6	130·4	122·9	211·8	567	188		180	187	
May	119 p	139·5	6·1	129·3	123·6	214·3	560	187		176	174	
June	122 p	139·9	5·9	128·0	124·2	215·4	561	187		192	185	
July	125 p	140·9	6·7	127·5 p	124·8 p	217·1	593	186		143	185	
August		140·8	6·8	126·2 p	125·2 p	219·2	593	184		195	140	
September							589	187				

† Not seasonally adjusted

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for August

THE IMPORT unit value index fell by about 1 per cent in August while the export unit value index rose by rather less than 1 per cent; as a result the terms of trade index rose to 104, a level which it last reached in February 1969. The dock strike may have affected the unit values of both imports and exports recorded in August by distorting the normal market patterns and commodity composition of trade.

As in the last two months the import unit value index for

(*Continued on next page*)

Table 1. United Kingdom import and export unit value index numbers (unadjusted) 1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	108	106	101	107	107	107	105	99
1965	107	113	102	90	109	109	105	109	104	109	113	110	108	102
1966	109	114	103	84	114	113	107	114	106	111	120	114	113	104
1967	109	113	99	92	116	114	102	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	108	126	113	115	131	128	128	102
1969	126	124	115	100	142	127	114	130	116	122	139	131	131	101
1967 1st quarter	108	115	100	82	116	114	104	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	103	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	102	118	108	111	123	120	117	103
1968 1st quarter	120	120	104	108	134	121	108	123	111	113	130	124	126	101
2nd quarter	121	120	108	108	135	123	109	126	113	115	134	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	133	132	129	103
4th quarter	123	122	110	106	137	126	109	129	116	117	132	132	130	103
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130	103
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	132	131	102
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131	101
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132	100
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134	100
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137	101
1969 January	124	123	111	105	138	127	114	130	117	120	134	133	130	103
February	123	123	112	104	137	128	115	130	117	119	135	133	130	104
March	124	122	113	103	138	128	114	131	117	120	136	133	131	103
April	125	124	114	103	139	127	115	130	117	121	135	133	130	102
May	126	124	116	101	141	128	115	130	118	122	136	132	131	102
June	126	124	115	101	142	128	115	130	118	122	137	132	131	102
July	126	125	116	100	143	128	116	131	117	122	139	132	131	102
August	126	124	115	100	143	128	115	131	118	122	139	132	131	102
September	128	126	117	100	146	128	115	131	118	122	141	132	130	100
October	129	128	116	99	147	129	114	132	118	122	143	133	131	100
November	130	128	117	98	149	129	114	132	118	122	144	134	133	100
December	130	128	117	97	150	130	115	133	117	124	146	133	132	100
1970 January	130	128	118	96	151	130	116	133	118	124	147	133	133	100
February	131	129	120	96	151	131	116	134	119	125	152	134	133	100
March	131	130	120	95	151	132	117	135	120	124	153	135	135	100
April	132	131	121	95	152	133	117	136	123	125	155	136	135	101
May	132	131	121	95	152	134	116	137	123	126	154	137	137	101
June	132	133	122	96	150	135	118	138	123	126	156	138	137	102
July	133	133	122	96	151	135	119	139	124	125	156	139	138	102
August	131	132	121	97	148	136	119	140	124	126	156	140	139	104

† Exports Unit Value as a percentage of the Import Unit Value Index.

VALUE AND VOLUME INDEX NUMBERS, *continued*

August was dominated by a substantial fall in prices of non-ferrous metals. Copper was the main commodity affected but unit values of nickel and lead also fell. After rising sharply last year, unit values of non-ferrous metals as a whole reached a peak in the early part of this year and have now fallen back to about their level of a year ago. The changes in non-ferrous metal prices have been offset to some extent by the unit value index for fuels which has shown opposite (though less extreme) movements. It fell steadily until the early part of this year and has subsequently risen; fuels was, in fact, the only major group for which the index rose in August. The fall in the index for food, drink and tobacco was mainly due to a seasonal fall in the unit values of vegetables but many other commodities showed small decrease. The average of the unit value index in June to August shows virtually no increase on the previous three months, with a fall of nearly 2 per cent in the index for manufactured goods (largely due to non-ferrous metals) offsetting increases elsewhere.

The export unit value index rose a little faster in August than in July so that in June-August it was nearly 2 per cent higher than in the previous three months. There was a fairly general increase in unit values in August; a small fall in the index for non-manufactures was the only exception. The largest rise in August was in the index for machinery and transport equipment and this group also showed the sharpest increase in unit values between March-May and June-August. This increase has been due to rises in the unit values of both transport equipment and machinery.

Trends in United Kingdom trade and the effects of the dock

Table 2. United Kingdom import and export volume index numbers (unadjusted) 1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	107	101	107	100	101	100	102
1963	107	102	101	119	112	108	114	107	113	102	100	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	120	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	168	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	186	123	126	148	187
1967 1st quarter	134	106	98	180	167	127	122	128	155	102	113	126	143
2nd quarter	135	107	101	162	176	127	123	128	163	99	118	125	136
3rd quarter	126	100	104	150	156	112	112	112	140	88	103	103	139
4th quarter	136	106	105	178	170	108	117	107	133	90	96	100	126
1968 1st quarter	149	116	109	171	198	134	128	136	167	107	118	133	152
2nd quarter	144	104	112	186	189	133	125	134	174	107	121	131	147
3rd quarter	143	102	114	175	191	132	139	131	164	109	114	120	166
4th quarter	147	110	111	180	196	142	152	140	169	120	123	134	168
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	174
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
1969 January	159	114	123	211	206	139	126	141	165	116	117	134	176
February	139	95	100	189	189	129	117	131	164	107	105	124	163
March	148	110	105	194	201	139	123	143	168	114	118	137	182
April	152	113	107	188	209	142	136	145	182	114	118	136	186
May	155	102	108	192	227	156	148	159	195	133	135	164	153
June	149	106	108	179	209	158	140	162	189	125	123	162	198
July	159	108	115	191	227	157	133	161	193	122	128	160	194
August	139	88	113	170	196	146	128	151	180	119	122	142	200
September	137	99	99	166	188	147	140	149	189	120	125	136	195
October	160	108	117	213	222	153	160	152	202	132	137	144	168
November	140	101	99	178	191	168	155	170	195	140	147	162	215
December	149	106	111	199	202	160	148	162	191	134	136	155	200
1970 January	156	110	116	215	205	152	144	153	190	131	128	147	183
February	144	96	99	190	204	148	138	148	181	124	125	142	177
March	151	107	100	188	216	164	140	169	210	142	135	163	206
April	168	110	114	214	244	163	149	165	212	141	145	164	171
May	155	96	104	200	230	157	137	161	205	132	144	152	186
June	168	108	128	197	245	163	159	164	210	142	147	155	187
July	131	80	72	203	195	163	151	165	217	142	147	157	186
August	152	108	122	189	204	105	98	105	137	90	68	99	144

strike on recorded trade are discussed in the article on trade in August which was published in the *Board of Trade Journal* of September 23, 1970.

Notes:

a. The volume index numbers for exports do not include any allowance for the special influences affecting recording (see *Board of Trade Journal* of September 10, 1969).

b. This series of index numbers, based on 1961=100, was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 3. United Kingdom and export volume index numbers (seasonally adjusted) 1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1967 1st quarter	132	132	105	97	172	165	164	128	129	128	157	105	116	123	146
2nd quarter	134	133	108	102	158	170	166	123	123	123	157	98	114	119	138
3rd quarter	128	126	102	102	153	159	157	119	120	119	148	92	110	113	140
4th quarter	135	134	102	105	181	175	172	106	106	105	133	85	92	101	121
1968 1st quarter	146	144	114	109	162	195	191	134	132	135	167	108	120	131	153
2nd quarter	142	141	106	112	178	185	179	130	126	131	168	106	117	125	150
3rd quarter	147	144	105	112	180	197	190	139	147	138	171	113	121	131	165
4th quarter	148	144	106	111	184	202	190	140	140	140	169	115	119	135	163
1969 1st quarter	146	143	103	110	192	198	187	138	128	140	170	116	118	131	180
2nd quarter	151	146	109	108	181	210	197	148	141	151	181	123	120	147	185
3rd quarter	149	146	102	107	181	210	201	158	141	162	195	125	131	159	197
4th quarter	149	147	100	108	200	208	204	157	143	158	196	129	134	154	185
1970 1st quarter	151	151	105	109	194	208	207	157	147	158	197	136	134	150	190
2nd quarter	159	158	102	115	196	227	225	156	146	158	199	136	139	148	187
1969 January	145	141	102	108	191	192	181	143	131	143	171	121	122	133	185
February	148	143	100	111	192	205	191	132	123	135	171	112	111	126	171
March	147	145	107	111	191	196	190	141	131	142	167	115	119	134	184
April	149	146	112	109	178	204	194	141	140	142	176	113	115	134	184
May	148	142	100	103	175	214	195	147	142	148	181	126	121	145	172
June	155	152	114	113	190	214	203	156	141	163	187	129	125	162	197
July	151	147	107	107	185	213	200	150	137	154	191	117	121	151	186
August	149	145	97	109	182	213	202	164	148	169	200	130	138	166	202
September	147	145	103	106	177	205	200	159	139	164	195	127	135	159	203
October	150	147	96	111	204	209	202	158	152	158	203	128	133	152	184
November	147	146	98	106	200	205	200	157	139	159	190	129	135	155	187
December	150	149	104	106	196	211	209	155	137	159	194	129	134	155	184
1970 January	147	147	104	108	199	199	198	160	152	159	199	138	137	150	192
February	152	152	103	109	192	213	211	151	144	153	189	130	134	146	183
March	154	153	108	109	191	213	212	159	146	162	202	140	133	154	196
April	157	157	104	111	193	223	222	161	149	162	200	139	138	157	189
May	153	152	97	107	193	221	219	149	136	150	195	128	132	137	189
June	167	166	107	127	203	236	234	158	155	160	203	141	146	151	183
July	123	123	78	67	197	180	179	158	156	159	213	140	140	149	181
August	168	168	122	123	211	230	230	118	115	117	152	99	82	117	135

Annual report on bankruptcy and deeds of arrangement

THE ANNUAL report on bankruptcy for 1969 was published on October 9.

The report shows that 4,369 receiving orders and administration orders were administered in England and Wales in 1969, an increase of 443 compared with 1968. Of the 3,233 trading failures the principal groups affected were the construction industry, 957; retailers, 857; restaurants, cafes, public houses and clubs, 236; and farming, 197. The 1,136 non-trading bankruptcies included 208 of directors and promoters of limited companies.

The number of estates in which official and non-official trustees were released in 1969 totalled 3,859 as compared with 3,636 in 1968 and 3,546 in 1967. Details are given in the report of the final financial results of their administration.

The report also contains details of the result of 752 debtors' applications for discharge dealt with during the year (768 in 1968); of the 232 prosecutions concluded in respect of bankruptcy and other offences report by the Official Receivers (249 in 1968); of the 212 deeds of arrangement registered in 1969 (138 in 1968) and of the 154 deeds of arrangement in respect of which final accounts were rendered (185 in 1968).

Copies of the Bankruptcy General Annual Report for the Year 1969 are obtainable, price 4s. each from HMSO, 49 High Holborn, London, W.C.1. and branches (by post 4s. 4d. from HMSO, PO Box 569, London, S.E.1).

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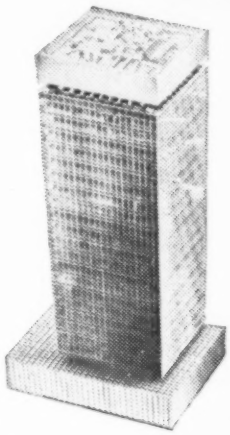

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Industry's investment intentions for 1970 and 1971

Source: Manufacturing Industry – Ministry of Technology
Distributive and Service Industries – Board of Trade
Shipping Industry – Board of Trade

Manufacturing industry

FORECASTS OF CAPITAL EXPENDITURE in 1970 provided to the Ministry of Technology in August/September by manufacturing industry suggest a rate of increase between 1969 and 1970 of the order of 2 to 3 per cent in real terms (after adjusting the 1969 figure to allow for the distortion associated with the reduction in investment grant rates at the end of 1968). This inquiry shows a lower rate of increase between 1969 and 1970 than previous inquiries taken at the end of 1969 and in May 1970 which had indicated that manufacturing industry was expecting that investment would rise by about 7 to 8 per cent, in real terms, between 1969 and 1970. The latest information from manufacturers points to a cut in their 1970 intentions; a reduction appeared likely at the time of the previous inquiry for, as was then stated, the trend of the quarterly figures of actual expenditure suggested that the rate of growth would be below that indicated by the inquiry itself.

In the first half of 1970 manufacturers' capital expenditure, as shown by the revised figures, was about 4 per cent higher than in the first half of 1969 but only marginally higher than in the second half of the year (at 1963 prices, seasonally adjusted). An increase of 2 to 3 per cent between the years 1969 and 1970 suggests that expenditure will not rise much in the second half of this year.

For 1971 the indications obtained from the latest inquiry are that manufacturers in aggregate are not expecting any large change, upward or downward, in capital expenditure. In past years there has been greater variation between forecast and out-turn in companies expectations for the year ahead given in the August/September inquiry than for the later inquiries. Investment has been rising since the beginning of 1968 but the rate of increase has been decreasing recently suggesting that the end of the upward phase may be approaching. Past experience of the inquiry in predicting the turning point in the cycle has shown some uncertainty. This makes the interpretation of the latest inquiry in regard to the movement indicated between 1970 and 1971 somewhat more hazardous than usual.

Distributive and service industries (excluding shipping)

Results from earlier inquiries for 1970 in respect of the distributive and service industries had suggested little change, or perhaps a small increase, in the volume of investment compared with 1969; some further increase was expected in 1971. The latest company forecasts for 1970 provided to the Board of Trade in August/September show no significant change in expectation for this year; they imply little change in the seasonally adjusted volume of investment between the first and second halves of 1970. For 1971 the latest forecasts confirm that companies expect a small increase in the volume of investment compared with this year.

Shipping industry

The latest assessments of expected capital expenditure supplied to the Board of Trade by companies in the shipping industry suggest a marked increase over the recorded figures for 1969, perhaps of the order of 15 per cent. However, the figures for 1969 were distorted by the ending of the higher rates for investment grants, which caused expenditure to be brought forward into 1968 from 1969; and if allowance is made for this, the expected rate of increase between 1969 and 1970 would be much smaller. For 1971 the forecasts indicate a substantial increase. However, expenditure in this industry can fluctuate sharply from year to year and this creates particular difficulties in estimating expected expenditure.

Results of the next inquiry will be published in January 1971.

New Business Monitor for bedding and soft furnishings

THE FIRST RESULTS were published on October 9 in the Business Monitor Series of a new quarterly statistical inquiry into manufacturers' sales of bedding and soft furnishings. Figures collected in respect of the first quarter 1970 show that bedding sales amounted to £12½ million and soft furnishings to £2 million.

The new inquiry is one of the first to be designed to fit into the new system of industrial statistics which is being introduced by the Government Statistical Service, industry by industry, over the next two to three years. A primary objective of this system is to meet not only official needs for statistics but also to provide private industry with detailed sales information for marketing and management purposes.

The new inquiry supersedes the old KS bedding survey which has run for many years. It maintains, however, a high degree of continuity both in product detail and coverage with the former inquiry and additionally, for the first time, provides short period sales information about soft furnishings.

The figures in the new Monitor are compiled from returns received from establishments with 25 or more employees classified to the bedding and soft furnishings industry (Minimum List Heading 473 of the Standard Industrial Classification). They also include sales of bedding etc., by establishments classified to the furniture and upholstery industry (MLH 472) and the shop and office fitting industry (MLH 474). In order to reduce the burden of reporting on them, the smaller establishments were excluded.

In view of the detailed nature of the new inquiry and the associated inquiries into furniture and upholstery and shop and office fitting, it was expected that firms would take some time to organize their records to provide the information sought. Response to the first quarter's inquiry has in fact proved to be slow but is now largely complete. The figures published are from establishments accounting for about 98 per cent of the total employment of those asked to make returns. Response to the inquiry for the second quarter of 1970, however, has been noticeably quicker and it is hoped progressively to speed up publication of results in the future.

Foreign visitors to Britain in August

AUGUST WAS ANOTHER very good month for overseas tourism. At 681,000, the numbers of foreign visitors were more than 100,000 greater than in August last year.

Their level as measured after seasonal adjustment was higher than in any other month this year except March. There was a substantial recovery in the flow of visitors from Western Europe, which had been relatively low in July, and a further increase was recorded for the United States. There was also a record number of 12,500 from Japan, and last month's record figure of over 15,000 visitors from Latin America was repeated.

In the eight months up to August, the numbers were 17½ per cent greater than in the corresponding period of last year, equivalent to an increase in the whole year from 3.8 million to 4½ million foreign visitors.

Number of foreign visitors
(Thousands pre month)

	Total		Western Europe	United States
	Unadjusted	Seasonally adjusted		
1964		160	95	49
1965		180	108	56
1966		207	123	63
1967		227	134	70
1968		259	157	73
1969 Year		320	190	95
1st quarter	154	303	181	89
2nd quarter	356	321	197	90
3rd quarter	556	317	186	97
4th quarter	215	339	201	101
1970 January	149	350	200	108
February	147	351	201	109
March	296	397	228	125
April	312	372	227	105
May	415	383	238	107
June	509	372	223	112
July	822	351	200	113
August	681	384	220	123

The figures are based on Home Office records, and are limited to visitors of foreign nationality, who represent about two-thirds of all overseas visitors. They exclude Commonwealth citizens and visitors (other than US citizens) arriving from the Irish Republic.

Industry's capital expenditure in the second quarter of 1970

Source: Manufacturing Industry – Ministry of Technology
Distributive and Service Trades – Board of Trade
Shipping Industry – Board of Trade

Manufacturing industry

REVISED FIGURES of manufacturers' capital expenditure in the second quarter confirm the provisional estimate made in the middle of September. There was, in the second quarter a rise, at constant prices, seasonally adjusted, of some 5 per cent from the lowish figure of the first quarter. Taking the first half of 1970 as a whole, manufacturers' investment was about 4 per cent higher than in the first half of 1969 (after adjusting these figures for the distortion at the beginning of 1969 associated with the reduction in the rates of investment grant) but only marginally higher than in the second half of the year.

Among the industry groups a large rise between the second half of 1969 and the first half of 1970 (19 per cent, at 1963 prices, seasonally adjusted) was recorded by the chemicals and allied industries whose investment spending was higher than in any previous half-year period. A 13 per cent rise (1963 prices, seasonally adjusted) was recorded between the same half-years by the metal manufacturing group of industries partly reflecting increasing expenditure by the iron and steel industry and by the aluminium smelters. The vehicles industry showed a modest increase as did the engineering, shipbuilding and metal goods group between the half-years. There was little change in the spending of the food, drink and tobacco groups and the paper, printing and publishing group.

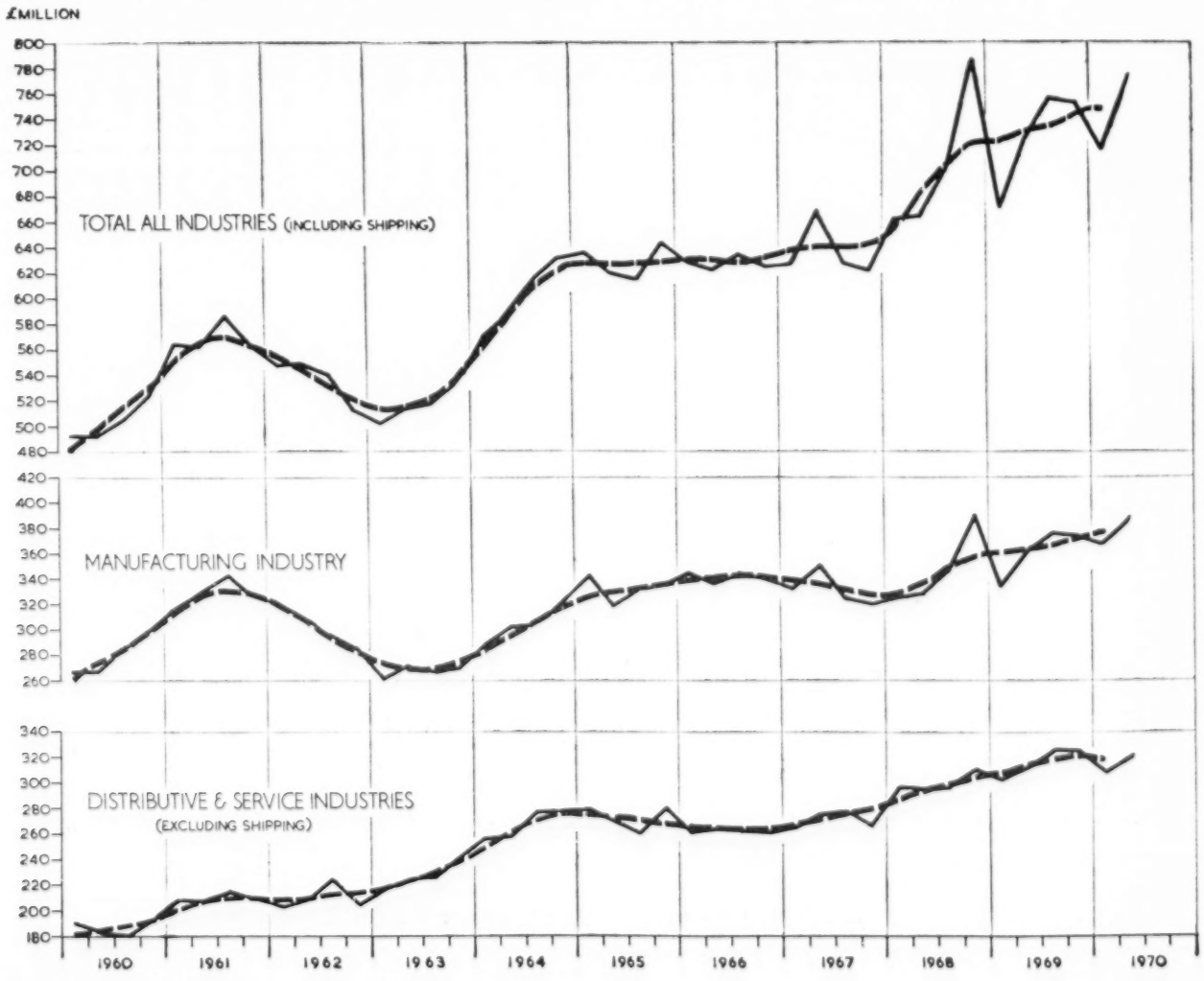
A heavy fall between the two half-years was recorded by the coal and petroleum products group as the capital expenditure of oil refining firms has been declining for some time, after its peak in 1968. Also showing a large fall was the textiles, leather and clothing group and the group of other manufacturing industry.

Distributive and service industries

In the second quarter the volume of capital expenditure by the distributive and service industries, excluding shipping, recovered from the low level in the first quarter. In the first half of 1970, expenditure is now estimated to be at about the same rate as in 1969 as a whole.

The increase in the second quarter was largely due to higher

Industry's fixed capital expenditure at 1963 prices seasonally adjusted



expenditure on plant and machinery which increased by 6 per cent (at 1963 prices, seasonally adjusted). Expenditure both on new building work and vehicles showed moderate increases compared with the first quarter, but both remained below the average rate in 1969.

Within the three industry groups the increase was more than accounted for by the other service industries, where the volume of expenditure rose by a little under 6 per cent. Investment by wholesalers also showed a small increase, but expenditure by retailers fell back by over 4 per cent.

Shipping industry

Expenditure by the shipping industry in the second quarter also recovered from the low level in the previous quarter and is now estimated to have been two-thirds higher than in the first quarter. However, the shipping industries investment can move rather erratically from quarter to quarter and in the first half of 1970 investment expenditure is now estimated to be about the same as in the second half of 1969.

Table 1. Industry's fixed capital expenditure at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industrial sectors			Analysis by type of asset		
		Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1960	2,013	1,118	744	151	593	426	994
1961	2,274	1,315	838	121	700	406	1,168
1962	2,149	1,210	838	101	696	363	1,090
1963	2,064	1,070	910	84	645	389	1,030
1964	2,404	1,212	1,068	124	725	494	1,185
1965	2,514	1,327	1,088	99	755	472	1,287
1966	2,508	1,366	1,047	95	719	464	1,326
1967	2,544	1,328	1,082	133	694	504	1,346
1968	2,812 (2,752)†	1,390 (1,360)†	1,195 (1,190)†	228 (203)†	725	624 (599)†	1,464 (1,429)†
1969	2,902 (2,962)†	1,447 (1,477)†	1,265 (1,270)†	189 (214)†	785	618 (643)†	1,499 (1,534)†
1970							
1964 1st quarter	569	288	255	26	168	118	283
2nd quarter	587	301	258	28	177	118	292
3rd quarter	616	304	277	36	189	131	296
4th quarter	632	320	278	34	190	128	314
1965 1st quarter	636	341	279	16	200	111	324
2nd quarter	620	319	270	32	185	125	310
3rd quarter	615	332	260	23	185	112	318
4th quarter	644	335	280	29	184	125	335
1966 1st quarter	628	345	261	22	181	113	333
2nd quarter	622	337	263	22	176	117	328
3rd quarter	634	345	262	26	180	119	335
4th quarter	625	340	261	24	181	114	329
1967 1st quarter	627	332	265	30	179	118	330
2nd quarter	668	350	275	44	177	139	352
3rd quarter	628	325	277	27	168	123	338
4th quarter	621	321	266	33	170	125	326
1968 1st quarter	662	325	296	42	173	141	349
2nd quarter	664	329	294	41	182	134	348
3rd quarter	701	346	296	60	184	159	358
4th quarter	785 (725)†	390 (360)†	310 (305)†	85 (60)†	186	190 (165)†	409 (374)†
1969 1st quarter	671 (731)†	333 (363)†	303 (308)†	35 (60)†	191	139 (164)†	340 (375)†
2nd quarter	724	363	312	49	196	159	370
3rd quarter	755	376	326	53	199	160	396
4th quarter	752	375	325	53	198	161	392
1970 1st quarter	717	368	309	40	187	140	391
2nd quarter	776	389	320	67	194	168	415
3rd quarter							
4th quarter							

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 54 per cent of total expenditure in 1969. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and the public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g., by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

†After allowing for expenditure, brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on December 31, 1968, estimated at £30 million for manufacturing industry, £5 million for distributive and service industries, and £25 million for shipping. These broad estimates were made by averaging the seasonally adjusted quarterly figures of expenditure in the last quarter of 1968 and the first quarter of 1969, although the estimate for shipping is particularly uncertain because of the erratic nature of this industry's capital expenditure, while that for the distributive and service industries is uncertain because of the smallness of the effect.

For other footnotes, see end of article.

(*Continued on next page*)

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CAPITAL EXPENDITURE – *continued*

Table 2. Fixed capital expenditure of manufacturing industry at 1963 prices seasonally adjusted

£ million

	Total all manufacturing industries	Analysis by industry group									Analysis by type of asset		
		Food, drink and tobacco	Coal and petroleum products	Chemicals	Metal manufacture	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	New building work	Vehicles	Plant and machinery
1960	1,118·2	156·0	22·7	139·1	204·0	245·7	88·3	92·5	73·3	96·6	288·8	73·5	755·9
1961	1,315·3	164·2	31·0	171·1	266·4	268·2	118·0	110·3	80·3	105·8	347·4	70·1	897·8
1962	1,210·4	163·0	22·6	172·7	228·6	235·4	105·6	94·6	80·7	107·2	325·5	61·5	823·4
1963	1,070·2	163·9	30·0	134·3	136·1	233·8	100·9	85·7	79·7	105·9	267·2	74·1	728·9
1964	1,211·8	186·6	36·7	164·7	114·4	279·9	90·9	116·3	90·8	131·5	298·9	90·9	822·0
1965	1,326·9	186·9	35·8	209·1	112·8	293·6	107·5	132·0	98·8	150·4	323·8	93·7	909·4
1966	1,366·2	178·8	57·3	228·7	116·0	298·7	119·9	128·3	86·2	152·3	311·4	89·7	965·1
1967	1,328·1	206·4	83·4	191·0	116·4	292·6	119·8	104·3	83·7	130·5	271·8	94·2	962·1
1968	1,389·6 (1,359·6)†	216·2	94·7	188·5	110·0	301·3	110·3	138·1	85·8	144·7	280·4	103·9	1,005·3 (975·3)†
1969	1,447·0 (1,477·0)†	205·1	73·3	210·0	135·8	290·8	127·0	155·4	89·5	160·1	312·1	109·1	1,025·8 (1,055·8)†
1970													
1964 1st quarter	287·6	45·6	12·4	36·2	28·2	66·1	22·5	25·1	22·1	29·4	71·2	22·6	193·8
2nd quarter	300·5	47·0	8·6	39·7	27·8	70·0	24·3	28·2	21·1	33·8	74·5	22·6	203·4
3rd quarter	304·0	48·1	7·5	41·3	29·1	70·8	20·5	29·7	24·4	32·6	75·0	22·9	206·1
4th quarter	319·7	45·9	8·2	47·5	29·3	73·0	23·6	33·3	23·2	35·7	78·2	22·8	218·7
1965 1st quarter	340·5	47·0	9·2	51·1	28·7	78·8	25·9	34·6	26·8	38·4	86·6	23·5	230·4
2nd quarter	318·8	44·8	8·3	50·2	28·1	69·8	24·7	31·3	26·1	35·5	78·8	22·7	217·3
3rd quarter	332·2	47·8	8·5	57·1	28·8	67·8	27·5	34·2	22·8	37·7	80·9	22·6	228·7
4th quarter	335·4	47·3	9·8	50·7	27·2	77·2	29·4	31·9	23·1	38·8	77·5	24·9	233·0
1966 1st quarter	344·6	45·3	12·0	60·5	28·7	73·5	32·3	31·4	20·6	40·3	77·8	22·9	243·9
2nd quarter	336·8	44·1	13·3	54·6	27·6	75·2	29·8	34·5	20·7	37·0	75·5	23·6	237·7
3rd quarter	345·3	43·9	16·5	57·7	29·2	75·6	28·9	31·9	21·5	40·1	78·4	22·3	244·6
4th quarter	339·5	45·5	15·5	55·9	30·5	74·4	28·9	30·5	23·4	34·9	79·7	20·9	238·9
1967 1st quarter	331·8	51·2	16·5	47·4	29·8	73·4	30·2	28·1	21·0	34·2	75·3	21·1	235·4
2nd quarter	349·8	52·4	21·8	54·9	31·6	77·4	31·7	26·1	22·0	31·9	71·3	24·3	254·2
3rd quarter	325·1	50·7	22·5	43·0	30·0	71·7	28·8	24·7	21·4	32·3	62·9	24·6	237·6
4th quarter	321·4	52·1	22·6	45·7	25·0	70·1	29·1	25·4	19·3	32·1	62·3	24·2	234·9
1968 1st quarter	324·9	47·6	20·1	42·7	34·2	71·0	26·1	30·3	21·4	31·5	62·9	26·0	236·0
2nd quarter	329·1	53·0	22·8	46·0	26·7	71·3	26·2	28·2	19·4	35·5	69·3	24·4	235·4
3rd quarter	345·5	56·4	22·1	45·3	24·4	76·0	32·4	33·7	20·1	35·1	73·7	25·7	246·1
4th quarter	390·1 (360·1)†	59·2	29·7	54·5	24·7	83·0	25·6	45·9	24·9	42·6	74·5	27·8	287·8 (257·8)†
1969 1st quarter	332·7 (362·7)†	49·3	20·7	46·5	29·2	70·4	25·0	38·2	17·6	35·8	77·2	25·8	229·7 (259·7)†
2nd quarter	363·4	53·7	17·7	52·6	31·3	71·1	32·2	40·2	23·7	40·9	78·5	29·3	255·6
3rd quarter	376·0	50·4	18·2	56·8	34·7	75·7	36·4	39·8	24·4	39·6	78·1	27·4	270·5
4th quarter	374·9	51·7	16·7	54·1	40·6	73·6	33·4	37·2	23·8	43·8	78·3	26·6	270·0
1970 1st quarter	368·4	48·3	14·1	64·4	41·8	77·4	34·8	31·6	24·7	31·3	75·5	25·0	267·9
2nd quarter	388·9	52·9	15·1	67·4	43·1	80·0	37·8	32·9	24·5	35·2	79·7	24·7	284·5
3rd quarter													
4th quarter													

Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale Distribution	Retail Distribution	Other industries	New building work	Vehicles	Plant and machinery
1960	744	98	172	474	304	202	238
1961	838	104	193	542	352	216	271
1962	838	102	184	551	370	202	266
1963	910	112	201	598	376	233	301
1964	1,068	131	226	711	424	281	363
1965	1,088	130	211	748	428	283	378
1966	1,047	117	191	740	404	282	361
1967	1,082	134	184	764	419	280	384
1968	1,195 (1,190)†	131	225	839 (834)†	438	298	459 (454)†
1969	1,265 (1,270)†	133	238	895 (900)†	467	326	473 (478)†
1970							
1964 1st quarter	255	31	55	170	97	69	89
2nd quarter	258	32	59	168	102	67	89
3rd quarter	277	32	57	188	113	73	90
4th quarter	278	37	56	185	112	71	95
1965 1st quarter	279	36	55	188	111	74	94
2nd quarter	270	31	53	185	106	71	93
3rd quarter	260	32	52	176	104	67	89
4th quarter	280	30	51	199	106	71	102
1966 1st quarter	261	29	49	183	103	69	89
2nd quarter	263	31	47	186	100	72	91
3rd quarter	262	29	47	185	101	71	90
4th quarter	261	28	48	186	100	71	90
1967 1st quarter	265	31	46	189	103	68	94
2nd quarter	275	34	45	195	105	72	98
3rd quarter	277	35	46	196	104	72	101
4th quarter	266	34	48	184	107	68	91
1968 1st quarter	296	35	54	207	109	75	113
2nd quarter	294	31	56	207	111	70	113
3rd quarter	296	32	57	207	109	75	112
4th quarter	310 (305)†	34	57	219 (214)†	110	79	121 (116)†
1969 1st quarter	303 (308)†	32	57	214 (219)†	113	79	111 (116)†
2nd quarter	312	33	59	220	116	82	114
3rd quarter	326	34	59	232	119	81	125
4th quarter	325	34	62	229	119	84	122
1970 1st quarter	309	32	61	217	111	76	123
2nd quarter	320	33	58	229	112	79	130
3rd quarter							
4th quarter							

Table 4. Industry's fixed capital expenditure at current prices

£ million

	Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960	1,902	1,035	705	162
1961	2,013	1,253	808	132
1962	2,119	1,183	829	107
1963	2,064	1,070	910	84
1964	2,445	1,236	1,086	123
1965	2,657	1,420	1,137	100
1966	2,742	1,521	1,122	99
1967	2,799	1,485	1,174	140
1968	3,202	1,615	1,340	247
1969	3,434	1,748	1,472	214
1970				
1964 1st quarter	552	273	256	23
2nd quarter	585	301	259	25
3rd quarter	612	308	271	33
4th quarter	696	354	301	41
1965 1st quarter	638	338	285	15
2nd quarter	643	334	279	30
3rd quarter	642	357	264	21
4th quarter	735	392	308	35
1966 1st quarter	661	361	279	21
2nd quarter	662	362	278	22
3rd quarter	677	382	269	26
4th quarter	742	416	296	30
1967 1st quarter	675	358	288	29
2nd quarter	715	376	295	44
3rd quarter	672	360	287	25
4th quarter	739	392	305	42
1968 1st quarter	724	354	329	41
2nd quarter	738	368	327	43
3rd quarter	779	400	320	59
4th quarter	961	493	364	104
1969 1st quarter	761	374	351	36
2nd quarter	830	419	359	52
3rd quarter	877	457	365	55
4th quarter	968	499	398	71
1970 1st quarter	860	442	373	45
2nd quarter	955	487	389	79
3rd quarter				
4th quarter				

Notes relating to Tables 1 to 4

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

The analysis by industry group follows the Standard Industrial Classification Revised 1968 edition:

Manufacturing Orders III to XIX

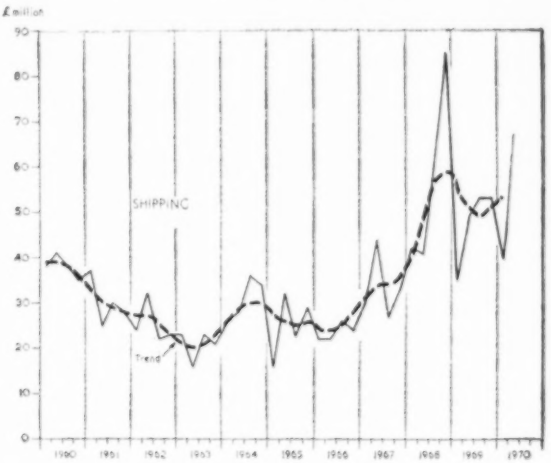
Distributive Trades Order XXIII

Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses and similar businesses)

Retail MLH 820, 821

Other Industries Order XX (Construction); XXIII (Transport and Communication) excluding 701 – Railways, 706 Port and Inland Water Transport, 707 – Air Transport and 708 – Postal Services and Telecommunications; XXIV (Insurance Banking Finance and Business Services) including leasing by Finance Houses and similar Businesses and excluding Trustee Savings Banks; XXV (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXVI (Miscellaneous Services)

The estimates with the exception of those for manufacturing industry in table 2 are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments. Also there may be an apparent discrepancy between the totals and the sum of the constituent parts due to rounding



Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in August showed an increase of 6 per cent on a year earlier, compared with increases of 6 per cent in June and 10 per cent in July.

The value of stocks at the end of August was 6 per cent lower than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	*– 3*	..	..
1967	104	*– 5*	..	..
1968	108	*4*	..	..
1969	103	*– 5*	..	..
1968 3rd quarter	105	*1*	146	*– 2*
4th quarter	132	*3*	126	*8*
1969 1st quarter	88	*–13*	153	*13*
2nd quarter	98	*5*	138	*7*
3rd quarter	100	*– 4*	157	*8*
4th quarter	124	*– 6*	147	*17*
1970 1st quarter	90	*2*	161	*5*
2nd quarter	97	*– 2*	140	*1*
1969 August	93	*– 3*	153	*7*
September	131	*– 3*	157	*8*
October	141	*– 4*	139	*3*
November	118	*–14*	154	*15*
December	114	*1*	147	*17*
1970 January	60	*– 4*	140	*8*
February	92	*3*	154	*8*
March	119	*6*	161	*5*
April	103	*– 5*	146	*2*
May	92	*– 5*	151	*2*
June	95	*6*	140	*1*
July	83	*10*	145	*– 3*
August	99	*6*	143	*– 6*

Table 2. Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks (‡)
	August 1970	January August 1970	August 1970
Women's knitted outerwear, blouses and skirts	*– 2*	*—*	*–14*
Women's coats, costumes, furs and raincoats	*–14*	*– 7*	*– 6*
Woman's underwear	*– 2*	*– 9*	*–16*
Women's hose and children's socks	*–23*	*–12*	*– 7*
Women's millinery	*– 3*	*– 3*	*11*
Haberdashery, ribbons and wool	*12*	*–11*	*–24*
Children's wear	*8*	*– 3*	*–11*
Men's and boys' shirts, pyjamas and outfitting	*–10*	*3*	*– 4*
Gloves	*6*	*– 2*	*– 5*
Piece-goods and nets	*6*	*–17*	*–32*
Household textiles:	*26*	*–23*	*–17*
Floor coverings, furniture and hardware	*18*	*11*	*2*
Boots and shoes	*4*	*5*	*–23*
Total†	*6*	*2*	*– 6*

† Including some items not included among the sub-headings. ‡ Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Industry's stocks in the second quarter of 1970

Source: Manufacturing Industry – Ministry of Technology
Distributive Industry – Board of Trade

Manufacturing industry

REVISED FIGURES indicate that manufacturers' stocks rose in the second quarter by £33 million at 1963 prices, seasonally adjusted – a rather smaller increase than that provisionally estimated from returns received by the middle of September. Thus stockbuilding by manufacturers was somewhat lower in the second quarter than in the first quarter of the year.

Stocks of finished goods, which had on balance been showing fairly substantial increases in the recent past, fell by £24 million (1963 prices, seasonally adjusted) in the second quarter, a fall offset by a similar increase in work in progress.

The rise in stocks of materials and fuel (£33 million at 1963 prices, seasonally adjusted), though less than that provisionally estimated, was still substantial – it was a larger quarterly increase than in any quarter since 1964. In relation to the level of production materials stocks have recently appeared low, viewed historically, and manufacturers may have attempted in the second quarter to bring stocks more in line with production; but the sharpness of the rise may indicate some precautionary stockbuilding in anticipation of the dock strike.

The ratio of total manufacturers' stocks to production was in the second quarter at a higher level than in the last year or so

Value of physical increase in industry's stocks at 1963 prices, seasonally adjusted

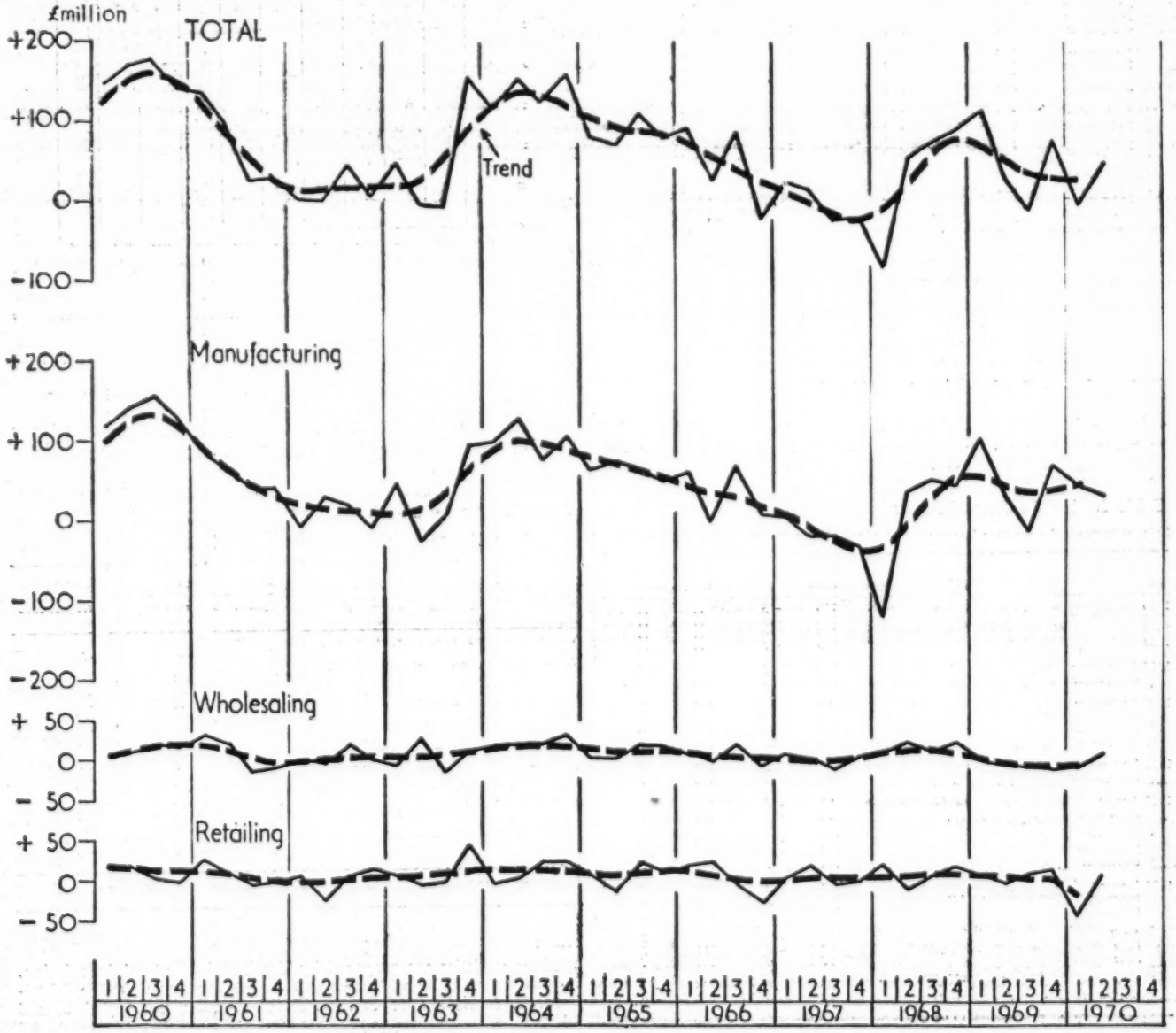


Table 1. Value of physical increase of industry's stocks at 1963 prices seasonally adjusted

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1969	9,751	7,257	1,180	1,314
1960	637	543	55	39
1961	296	234	32	30
1962	55	29	22	3
1963	191	122	25	43
1964	550	411	93	46
1965	341	263	47	31
1966	185	143	25	17
1967	– 2	–37	13	22
1968	138	23	75	41
1969	212	194	–17	36
1963 1st quarter	46	46	– 7	7
2nd quarter	– 3	–25	28	– 6
3rd quarter	– 7	6	–12	– 1
4th quarter	154	95	15	44
1964 1st quarter	116	99	20	– 3
2nd quarter	152	127	22	3
3rd quarter	123	79	21	23
4th quarter	159	106	30	23
1965 1st quarter	80	66	5	9
2nd quarter	71	78	4	–12
3rd quarter	111	67	21	23
4th quarter	79	51	18	11
1966 1st quarter	92	62	9	21
2nd quarter	28	2	1	25
3rd quarter	86	69	21	– 4
4th quarter	–21	10	– 6	–24
1967 1st quarter	23	8	10	6
2nd quarter	16	– 8	4	20
3rd quarter	–22	– 8	–10	– 4
4th quarter	–19	–30	9	1
1968 1st quarter	–82	–114	12	21
2nd quarter	55	39	26	– 9
3rd quarter	75	53	13	9
4th quarter	90	46	25	20
1969 1st quarter	114	104	1	9
2nd quarter	30	33	– 3	—
3rd quarter	– 8	–12	– 6	10
4th quarter	76	70	– 9	16
1970 1st quarter	– 2	45	– 7	–41
2nd quarter	48	33	8	7

though still below the average level of the last decade.

Of the six industry groups analysed a substantial increase was shown by the engineering, shipbuilding and metal goods group, largely in stocks of materials and fuel. For the first half of 1970 stockbuilding of this group was £60 million at 1963 prices, seasonally adjusted, an increase in line with that recorded in 1969. Stocks held by the textiles group of industries and the group of other manufacturing industries fell by moderate amounts and there was a modest rise in the stocks of the food, drink and tobacco group. For the other two groups (chemicals and metals) there was little change in the quarter.

Distributive industry

Revised estimates for the second quarter of 1970 confirm that wholesalers' stocks showed a small increase in volume terms, the first rise since early 1969. The increase of £8 million (at 1963 prices, seasonally adjusted) was more than accounted for by stocks held by dealers in industrial materials and machinery, but stocks held by general wholesale distributors, which have shown a fall in each quarter since the end of 1968, also showed a small increase in the second quarter of 1970. These increases were partly offset by a fall in stocks held by dealers in coal, builders' materials, etc.

Retailers' stocks increased by £7 million (at 1963 prices, seasonally adjusted) in the second quarter, following a fall of £41 million in the previous quarter.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Table 2. Value of the physical increase of stocks held by manufacturing industry at 1963 prices seasonally adjusted

£ million

		Analysis by industry group						Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1969	7,257	946	706	500	3,590	770	746	2,444	2,738	2,074
1960	543	39	46	83	285	30	60	226	146	171
1961	234	11	23	13	151	7	29	43	103	89
1962	29	29	– 1	–18	42	–19	– 3	–60	43	47
1963	122	46	–14	2	75	2	11	1	100	21
1964	411	1	47	31	239	61	32	147	178	86
1965	263	2	26	26	169	– 2	41	56	98	109
1966	143	–11	31	–16	84	26	30	–22	33	133
1967	–37	18	6	–27	11	–32	–12	–39	34	–33
1968	23	—	57	30	–91	2	25	6	—	17
1969	194	– 6	50	–26	123	35	18	20	47	127
1963 1st quarter	46	3	4	2	28	–10	20	–16	24	38
2nd quarter	–25	9	–10	– 2	–12	– 2	– 9	–13	10	–21
3rd quarter	6	10	– 8	– 1	– 1	8	– 2	7	16	–17
4th quarter	95	25	—	3	61	5	2	23	51	21
1964 1st quarter	99	10	13	9	48	17	2	60	31	8
2nd quarter	127	– 2	9	16	76	20	9	31	56	40
3rd quarter	79	– 9	11	1	59	7	9	10	44	25
4th quarter	106	2	14	4	57	17	13	46	47	14
1965 1st quarter	66	–13	– 2	10	52	10	10	1	48	17
2nd quarter	78	2	21	—	49	– 4	12	29	7	42
3rd quarter	67	16	4	7	34	– 7	14	13	32	22
4th quarter	51	– 2	4	10	34	– 1	6	12	11	28
1966 1st quarter	62	4	11	– 4	33	6	13	4	16	43
2nd quarter	2	—	7	–18	3	6	5	–22	13	11
3rd quarter	69	–15	6	18	40	10	10	23	—	46
4th quarter	10	—	6	–11	9	4	2	–28	4	34
1967 1st quarter	8	– 3	4	– 3	10	– 6	6	– 9	15	3
2nd quarter	– 8	3	–16	– 7	24	– 6	– 5	–21	4	9
3rd quarter	– 8	17	24	– 9	–27	– 3	– 9	– 1	3	–10
4th quarter	–30	1	– 6	– 8	4	–17	– 3	– 7	12	–34
1968 1st quarter	–114	3	–11	—	–91	– 9	– 7	–11	–26	–77
2nd quarter	39	—	31	8	–18	7	11	—	9	30
3rd quarter	53	–13	22	12	26	– 2	8	– 1	21	32
4th quarter	46	10	14	10	– 7	6	13	17	– 4	33
1969 1st quarter	104	1	17	– 4	58	22	9	19	23	62
2nd quarter	33	– 5	12	– 5	28	– 2	4	19	2	13
3rd quarter	–12	12	– 6	–16	–14	9	3	–23	14	– 3
4th quarter	70	–14	28	—	50	5	2	5	9	56
1970 1st quarter	45	6	16	– 3	17	5	5	4	– 8	49
2nd quarter	33	10	4	3	43	–12	–15	33	24	–24

INDUSTRY'S STOCKS, *continued*

Table 3. Value of the physical increase of stocks held by wholesalers at 1963 prices seasonally adjusted

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders' materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1969	1,180	728	119	334
1960	55	32	4	19
1961	32	21	—	11
1962	22	4	4	15
1963	25	9	5	11
1964	93	49	13	30
1965	47	22	5	21
1966	25	18	—	7
1967	13	7	—	5
1968	75	48	3	24
1969	-17	-21	—	4
1963 1st quarter	- 7	- 7	2	- 2
2nd quarter	28	18	3	7
3rd quarter	-12	-13	- 3	4
4th quarter	15	10	4	2
1964 1st quarter	20	8	4	8
2nd quarter	22	11	2	9
3rd quarter	21	6	8	7
4th quarter	30	23	—	7
1965 1st quarter	5	- 2	- 1	7
2nd quarter	4	2	—	2
3rd quarter	21	13	2	6
4th quarter	18	8	4	6
1966 1st quarter	9	8	2	- 1
2nd quarter	1	1	2	- 2
3rd quarter	21	18	- 3	7
4th quarter	- 6	- 8	- 1	3
1967 1st quarter	10	—	—	10
2nd quarter	4	9	- 4	- 2
3rd quarter	-10	-10	2	- 2
4th quarter	9	9	1	- 1
1968 1st quarter	12	15	1	- 4
2nd quarter	26	13	4	8
3rd quarter	13	10	- 2	4
4th quarter	25	10	- 1	16
1969 1st quarter	1	- 6	—	6
2nd quarter	- 3	- 9	- 1	7
3rd quarter	- 6	- 5	1	- 2
4th quarter	- 9	- 1	- 1	- 7
1970 1st quarter	- 7	-15	—	9
2nd quarter	8	2	- 5	11

Table 4. Increase in the book value of industry's stocks

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1969	12,115	9,083	1,451	1,581
1960	690	586	60	44
1961	416	315	40	61
1962	143	81	30	31
1963	348	253	44	50
1964	811	590	136	85
1965	612	490	73	50
1966	468	363	51	55
1967	150	70	47	33
1968	715	462	138	115
1969	949	788	49	112
1963 1st quarter	113	69	- 9	53
2nd quarter	21	4	25	- 9
3rd quarter	27	18	25	-16
4th quarter	187	162	3	22
1964 1st quarter	210	137	18	55
2nd quarter	228	184	32	11
3rd quarter	184	115	66	4
4th quarter	189	153	20	16
1965 1st quarter	190	124	—	65
2nd quarter	158	153	15	-10
3rd quarter	170	109	63	- 1
4th quarter	94	104	- 5	- 5
1966 1st quarter	253	162	7	84
2nd quarter	179	138	12	29
3rd quarter	99	68	52	21
4th quarter	-63	- 5	-20	37
1967 1st quarter	39	-14	-15	68
2nd quarter	29	18	1	11
3rd quarter	10	18	30	-38
4th quarter	73	49	32	- 8
1968 1st quarter	138	17	23	98
2nd quarter	211	169	30	12
3rd quarter	176	141	57	-22
4th quarter	190	135	28	27
1969 1st quarter	336	231	3	102
2nd quarter	219	210	5	4
3rd quarter	160	127	51	-18
4th quarter	234	221	-10	24
1970 1st quarter	330	270	14	47
2nd quarter	295	235	24	37

Notes relating to Tables 1 to 4

The analysis by industry group follows the Standard Industrial Classification (1968 edition)
Manufacturing Orders III to XIX.
Distributive Trades Order XXIII:
Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses).
Retail MLH 820, 821.

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margin of error involved in quarterly seasonal adjustments. Differences between totals and the sum of constituent parts is due to rounding.

EQUIPMENT FOR OVERSEAS POWER STATIONS

Contracts well in excess of £200,000 for high-duty control valves, actuators, spray blocks and attemperators have been completed recently by the Gilkes/Lincoln division of Gilbert Gilkes & Gordon Ltd., Kendal. The contracts, covering steam dumping equipment for power stations in Vaasa (Finland) and Corregado (Portugal) were completed ahead of schedule. Our picture shows final checking of control valves and spray blocks before despatch.

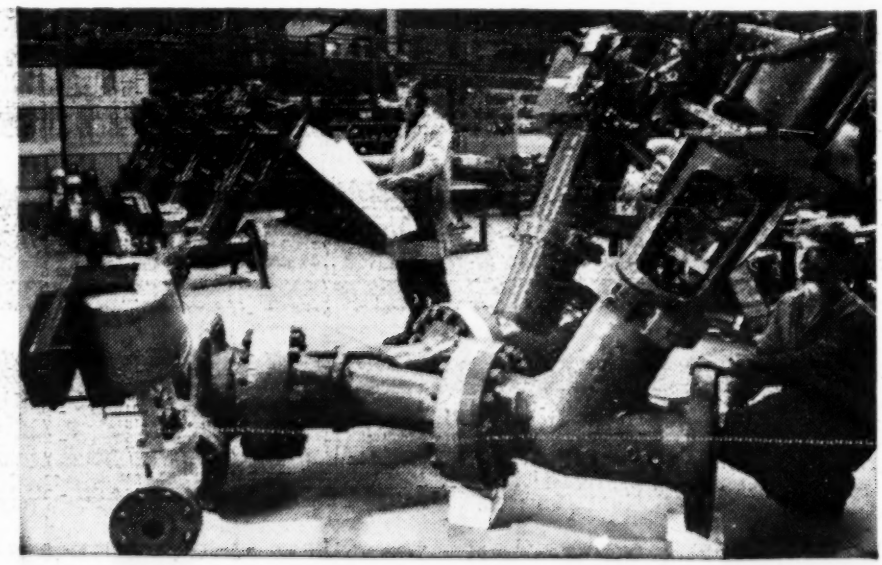


Table 5. The relationship of manufacturers' stocks to manufacturing production

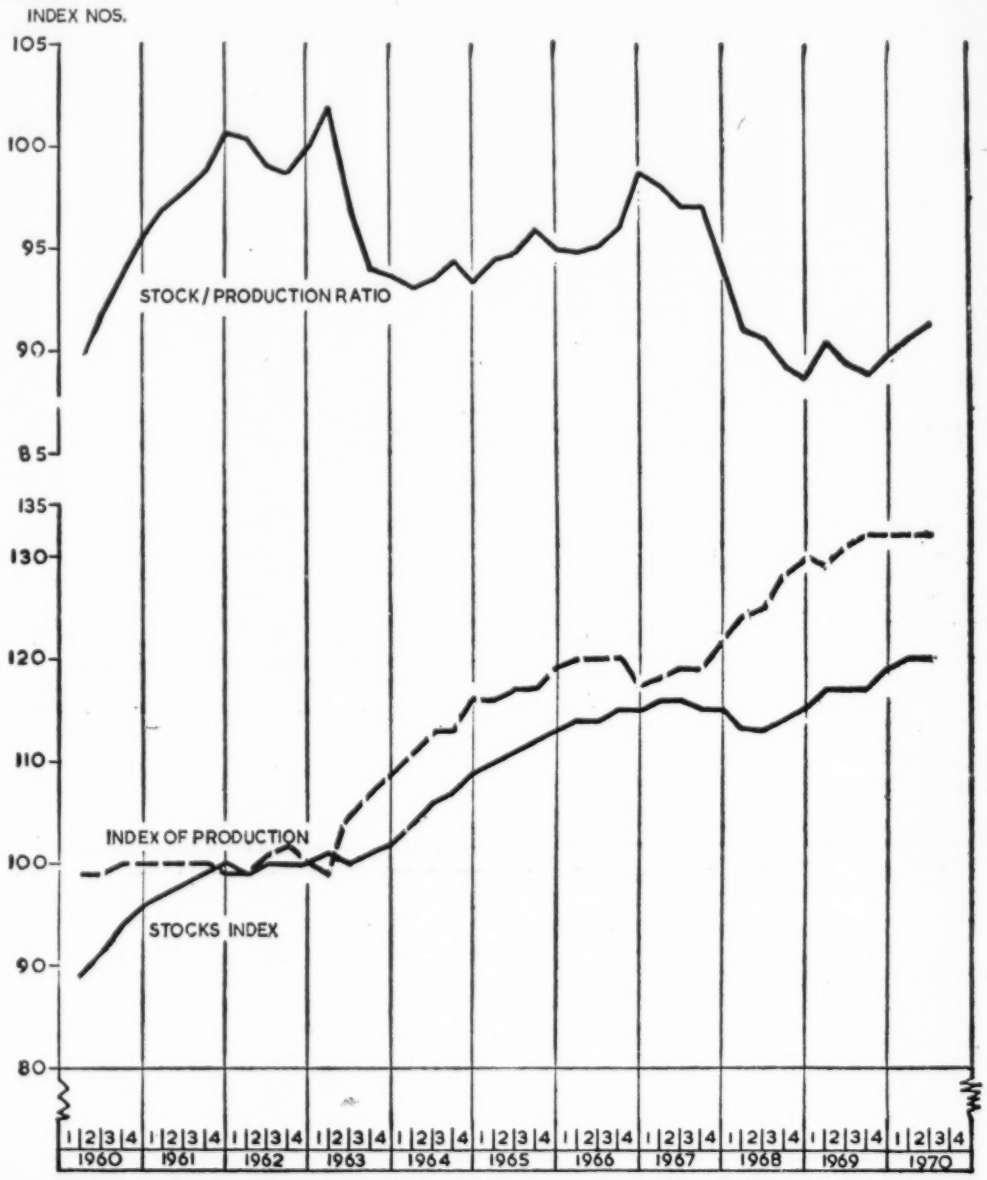
	Index numbers – 4th quarter – 1962 = 100 Seasonally adjusted		
	Stock levels at 1962 prices	Production (with 1963 net output weight)	Ratio of Stocks to Production
1960 Q 1	89	99	89·5
2	91	99	91·6
3	94	100	93·7
4	96	100	95·5
1961 Q 1	97	100	96·9
2	98	100	97·8
3	99	100	98·8
4	100	99	100·7
1962 Q 1	99	99	100·3
2	100	101	99·1
3	100	102	98·6
4	100	100	100·0
1963 Q 1	101	99	102·1
2	100	104	96·9
3	101	107	94·2
4	102	109	93·7
1964 Q 1	104	111	93·1
2	106	113	93·6
3	107	113	94·4
4	109	116	93·5
1965 Q 1	110	116	94·5
2	111	117	94·6
3	112	117	95·9
4	113	119	95·0
1966 Q 1	114	120	94·9
2	114	120	95·1
3	115	120	96·0
4	115	117	98·7
1967 Q 1	115	118	98·1
2	115	119	97·1
3	115	119	97·0
4	115	122	94·2
1968 Q 1	113	124	91·1
2	113	125	90·5
3	114	128	89·3
4	115	130	88·7
1969 Q 1	117	129	90·4
2	117	131	89·4
3	117	132	88·8
4	119	132	89·9
1970 Q 1	120	132	90·6
2	120	132	91·4

Notes:

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The 1963 index of production has been rebased on the fourth quarter of 1962 for the purpose of this table. Estimates for the years preceding 1962 are based on the previous 1958 based index.

(3) The index number of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during September 1970 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	1,602	—	1,602
Over £100 but under £1,000	102	—	102
£1,000 but under £10,000	625	—	625
£10,000 but under £50,000	108	1	107
£50,000 but under £100,000	17	—	17
£100,000 but under £1,000,000	7	—	7
£1,000,000 and over	—	—	—
Total number	2,461	1	2,460
Total amount of Nominal Capital	£ thous. 6,404	£ thous. 10	£ thous. 6,394

Companies registered in Great Britain in 1969 and 1970

	1969		1970	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	2,077	6,575	2,087	5,528
February	1,892	7,408	2,156	7,556
March	2,227	25,151	2,464	5,098
April	2,066	5,614	2,556	7,657
May	2,089	6,272	2,322	10,323
June	1,979	5,643	2,670	6,097
July	2,133	10,764	2,573	16,272
August	1,880	4,667	2,280	4,355
September	1,841	6,324	2,461	6,404
October	1,806	5,062		
November	1,988	4,221		
December	2,150	4,399		
Total	24,128	92,122		

Turnover of the catering trades, laundries and dry cleaners and hairdressers in August, 1970

Note: *All figures in this commentary are at current prices.*

THE TURNOVER of the catering trades in August was 7 per cent higher than a year earlier, a slightly smaller increase than the average recorded for the preceding months of 1970. The turnover of laundries and dry cleaners increased by 5 per cent between the August periods of 1969 and 1970, continuing the higher average rate of increase of recent months. Hairdressers' turnover was unchanged in August and also in the first eight months of 1970 compared with a year earlier.

Catering trades

After seasonal adjustment, turnover in the catering trades in the three months ended August was 1 per cent higher than in the three months ended May. This was a slightly smaller increase than has been recorded in recent periods.

Catering trades' turnover

Seasonally adjusted index numbers of sales per week 1964 = 100

	1968	*1969*	*1970*		
1st quarter	116	122	133		
2nd quarter	116	126	137		
3rd quarter	118	126		Three months ended May 1970	135
4th quarter	122	129		Three months ended August 1970	137

Public houses increased their turnover by 8 per cent in August 1970 compared with August 1969. As in July, this was a little less than the average increase for 1970 to date. The increase compared with a year earlier in the turnover of licensed hotels and holiday camps was also 8 per cent, following a 13 per cent increase in July and an average of 11 per cent for the year so far. (The rather large July increase was partly due to the period starting six days later in 1970 than in 1969). Restaurants, cafes and fish and chip shops increased their turnover by 5 per cent in August compared with a year earlier, slightly less than the average increase for the earlier months of 1970. Canteens' turnover was up by 3 per cent in August, but in the first eight months of 1970 compared with 1969 it was unchanged.

Laundries and dry cleaners

Laundries' turnover was 6 per cent more in August 1970 than in the corresponding period of 1969, a larger increase than the average for the preceding months of this year. Dry cleaners' turnover increased by 4 per cent, also a larger increase than the average for January-July but smaller than the rather exceptional 9 per cent increase recorded in July.

Hairdressers

The turnover of men's hairdressers and hairdresser-tobacconists in August was 1 per cent less than a year ago. In the first eight months as a whole, however, turnover was still 2 per cent higher than in the same period last year. The turnover of women's hairdressers was unchanged in August compared with a year earlier.

Table 1. Catering

Index numbers of turnover per week *and percentage increase on a year earlier*† 1964 = 100

Kind of business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
(£1,985 million)	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969	126	107	128	145	123	108	104	109	124	124	136	147*	148	140	126	116	127
	1970		116	138			111	115	122	128	140	145	159	159				
	1969	*7*	*7*	*7*	*7*	*7*	*12*	*4*	*5*	*8*	*9*	*6*	*9*	*7*	*6*	*9*	*6*	*7*
	1970	*8§*	*9*	*8*			*3*	*10*	*12*	*3*	*13*	*7*	*8*	*7*				
Licensed hotels and holiday camps	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
(£286 million)	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969	131	91	140	180	116	87	87	97	120	132	161	186*	191	165	130	107	112
	1970		103	152			95	99	113	127	154	171	211	206				
	1969	*8*	*9*	*9*	*6*	*9*	*14*	*6*	*8*	*12*	*11*	*6*	*8*	*6*	*4*	*7*	*8*	*11*
	1970	*11§*	*14*	*9*			*10*	*15*	*17*	*6*	*17*	*6*	*13*	*8*				
Restaurants, cafes, etc., and fish and chip	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
shops (£521 million)	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969	122	104	123	147	116	103	103	105	120	116	130	145*	151	145	124	114	112
	1970		111	129			107	112	113	124	130	133	154	159				
	1969	*5*	*3*	*6*	*5*	*6*	*7*	*—*	*2*	*4*	*9*	*6*	*8*	*6*	*3*	*10*	*6*	*4*
	1970	*6§*	*7*	*5*			*4*	*8*	*8*	*3*	*12*	*3*	*6*	*5*				
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969	128	111	131	140	130	115	107	112	129	127	135	144*	142	135	127	118	141
	1970		123	143			118	120	129	132	145	149	155	153				
	1969	*9*	*9*	*8*	*9*	*8*	*14*	*6*	*6*	*8*	*10*	*7*	*11*	*9*	*8*	*10*	*6*	*8*
	1970	*9§*	*10*	*9*			*2*	*12*	*15*	*2*	*15*	*10*	*8*	*8*				
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969	113	120	113	104	117	119	119	123	111	116	111	99*	101	111	117	121	113
	1970		118	114			116	118	119	118	113	113	101	105				
	1969	*4*	*6*	*5*	*4*	*1*	*8*	*4*	*5*	*5*	*3*	*7*	*- 1*	*5*	*7*	*3*	*—*	*- 1*
	1970	*—§*	*- 2*	*2*			*- 2*	*—*	*- 3*	*6*	*- 2*	*1*	*2*	*3*				

† The monthly periods consist of four weeks, except those marked * which are of five weeks. The August 1970 period was the four weeks from August 2, 1970, to August 29, 1970, the August 1969 period was from August 3, 1969 to August 30, 1969.
‡ Includes catering contractors other than outside contractors which are included with restaurants, etc
§ January-August.

Table 2. Laundries and dry cleaners (excluding launderettes)

Index numbers of turnover per week *and percentage increase on a year earlier*† 1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Laundries and Dry Cleaners (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969	101	97	105	103	100	93	97	101	102	109	103	103*	101	104	106	104	92
	1970		98	110			96	100	98	110	110	110	110	106				
	1969	*1*	*1*	*2*	*2*	*—*	*4*	*- 1*	*- 1*	*2*	*4*	*1*	*—*	*1*	*4*	*2*	*—*	*- 2*
	1970	*4§*	*1*	*5*			*5*	*4*	*- 3*	*8*	*1*	*6*	*7*	*5*				
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969	104	101	105	105	103	99	100	103	101	110	105	107*	103	105	108	108	96
	1970		101	113			103	103	97	112	111	114	113	109				
	1969	*3*	*3*	*3*	*4*	*2*	*4*	*2*	*4*	*3*	*4*	*2*	*2*	*3*	*6*	*3*	*2*	*—*
	1970	*4§*	*—*	*7*			*4*	*5*	*- 5*	*11*	*1*	*9*	*6*	*6*				
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969	97	92	103	99	95	84	91	98	103	108	100	96*	97	104	103	98	85
	1970		94	105			85	96	99	105	109	102	105	100				
	1969	*- 2*	*- 3*	*—*	*- 1*	*- 3*	*3*	*- 5*	*4*	*- 1*	*2*	*- 1*	*- 4*	*- 2*	*3*	*—*	*- 3*	*- 5*
	1970	*3§*	*2*	*2*			*—*	*5*	*1*	*2*	*1*	*2*	*9*	*4*				

For notes see Table 1.

Table 3. Hairdressers

Index numbers of turnover per week *and percentage increase on a year earlier*† 1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969	104	101	105	106	106	99	98	104	106	107	104	107*	108	103	105	104	107
	1970		101	105			99	101	102	103	106	105	109	107				
	1969	*1*	*3*	*1*	*—*	*1*	*5*	*—*	*3*	*1*	*4*	*1*	*—*	*1*	*- 1*	*2*	*1*	*- 5*
	1970	*—§*	*—*	*—*			*- 1*	*4*	*- 2*	*- 2*	*- 1*	*- 2*	*1*	*—*				
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969	108	100	105	112	115	101	98	99	102	103	109	112*	114	110	111	108	122
	1970		103	107			103	105	100	100	103	115	112	113				
	1969	*3*	*2*	*2*	*3*	*4*	*1*	*1*	*4*	*1*	*5*	*—*	*2*	*5*	*1*	*8*	*4*	*1*
	1970	*2§*	*3*	*2*			*2*	*7*	*—*	*- 2*	*—*	*5*	*—*	*- 1*				
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969	103	101	106	104	102	99	97	106	107	109	102	106*	106	101	102	102	102
	1970		100	104			97	99	103	105	107	102	108	105				
	1969	*—*	*3*	*1*	*- 1*	*- 3*	*7*	*- 1*	*2*	*1*	*4*	*- 1*	*- 1*	*- 1*	*- 2*	*—*	*- 1*	*- 7*
	1970	*—1§*	*- 1*	*- 1*			*- 2*	*2*	*- 3*	*- 2*	*- 2*	*—*	*2*	*—*				

For notes see Table 1.

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MACHINE TOOL DELIVERIES AND ORDERS

Home and export orders nearly equal

PROVISIONAL FIGURES issued by the Ministry of Technology show that new orders for machine tools rose substantially in the second quarter of 1970 to £62 million. Deliveries continued to improve over last year. Final figures for total deliveries in the first quarter of the year have been revised to £50.5 million.

Home market

Home deliveries rose above the previous quarter to £3 million. Fears of a fall in home new orders have not been borne out and the present level of outstanding orders for the home market – nearly £90 million – remains over 20 per cent above that of a year ago.

Exports

Export deliveries at £19 million were slightly lower than in the first quarter of 1970, but export new orders reached £29 million, only £3 million short of the home market figure.

Numerically controlled machine tools

Total deliveries fell to £3.7 million in the first quarter but remained well above the level of a year ago. The fall was mainly due to lower exports. New orders remained buoyant, exceeding £6 million, with exports accounting for more than half.

Note:

The issue of these figures has been delayed because final returns for the first quarter were not received from several large manufacturers until the end of September.

Beginning with this article, seasonally adjusted figures will only be issued for total deliveries.

Table 1. Metal working machine tools orders and deliveries recorded figures

£ million

	S.A. ‡	Deliveries			Orders outstanding (end of period)			Net new orders(†)		
		Total	Export	Home	Total	Export	Home	Total	Export	Home
1965		141·3	43·9	97·4	104·2	28·9	75·3	157·7	42·8	114·9
1966		149·1	43·5	105·6	100·6	29·5	71·1	145·5	44·2	101·3
1967		155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·6
1968		153·1	53·2	99·9	105·5	49·1	56·4	166·9	60·2	106·7
1969		171·9	67·6	104·3	149·3	64·5	84·8	215·7	83·0	132·7
1969 1st quarter	39·1	41·3	16·0	25·3	114·8	50·2	65·6	50·6	17·1	33·5
2nd quarter	42·9	40·3	16·1	24·2	126·6	54·4	72·2	52·2	20·3	31·9
3rd quarter	44·2	43·7	15·9	27·8	133·0	56·7	76·5	50·0	18·2	31·8
4th quarter	45·7	46·6	19·6	27·0	149·3	64·5	84·8	62·9	27·4	35·5
1970 1st quarter	47·6	50·5	21·3	29·2	151·3	64·4	86·9	52·4	21·1	31·3
2nd quarter p	53·2	49·5	18·8	30·7	163·5	74·5	89·0	61·8	28·9	32·9
3rd quarter										
4th quarter										
1969 January	13·6	14·3	4·6	9·7	109·0	51·2	57·8	17·8	6·8	11·0
February	12·9	12·1	5·1	7·0	110·8	50·8	60·1	14·0	4·6	9·4
March	12·6	14·9	6·3	8·6	114·8	50·2	64·6	18·8	5·7	13·1
April	13·3	11·0	4·6	6·4	119·1	51·4	67·7	15·4	5·8	9·6
May	14·4	14·3	5·3	9·0	123·0	52·5	70·5	18·2	6·4	11·8
June	15·2	15·0	6·2	8·8	126·6	54·4	72·2	18·6	8·1	10·5
July	15·5	14·3	5·0	9·3	127·5	56·3	71·2	15·2	6·9	8·3
August	12·6	11·4	4·4	7·0	133·0	57·1	75·9	16·8	5·2	11·6
September	16·1	18·0	6·5	11·5	133·0	56·7	76·3	18·0	6·1	11·9
October	16·4	15·9	6·3	9·6	140·6	60·8	79·8	23·5	10·3	13·2
November	14·3	14·4	6·5	7·9	146·4	63·4	83·0	20·2	9·1	11·1
December	15·0	16·3	6·8	9·5	149·3	64·5	84·8	19·2	8·0	11·2
1970 January	14·5	15·3	6·7	8·6	150·7	63·9	86·8	16·7	6·0	10·7
February	16·4	15·4	6·4	9·0	152·1	64·4	87·7	16·8	7·0	9·8
March	16·7	19·8	8·2	11·6	151·3	64·4	86·9	18·9	8·1	10·8
April p	19·5	16·2	6·4	9·8	156·2	68·0	88·2	21·1	10·0	11·1
May p	16·0	15·8	6·1	9·7	160·8	71·3	89·5	20·4	9·5	11·0
June p	17·7	17·5	6·3	11·2	163·5	74·5	89·0	20·2	9·4	10·8
July										
August										
September										
October										
November										
December										
July 1969-June 1970p		190·3	75·6	114·7	163·5	74·5	89·0	227·1	95·6	131·5
July 1968-June 1969		161·5	59·4	102·1	126·6	54·4	72·2	191·2	69·5	121·7
Percentage change		*+18*	*+27*	*+12*	*+29*	*+37*	*+23*	*+19*	*+38*	*+8*

p Provisional
(†) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding)
(‡) Total deliveries – seasonally adjusted
There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown

REPORTS FOR UNITED KINGDOM EXPORTERS ON OVERSEAS REPRESENTATIVES

INFORMATION ABOUT the commercial standing of overseas representatives is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of overseas representatives, the scope of their activities, and the size of their organization, and their suitability to act as your agent. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

Table 2. Numerically controlled metal working machine tools

	Deliveries during the quarter						New orders received during the quarter					
	Total		Export		Home		Total		Export		Home	
	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.
1966	323	4,161		904		3,527	460	7,413	141	2,793	319	4,620
1967	458	7,503		2,534		4,969	469	10,429	101	3,688	368	6,741
1968	558	11,875	109	2,547	449	9,328	505	14,231	130	4,542	375	9,689
1969	543	14,627	189	6,141	354	8,486	693	17,602	248	6,870	445	10,732
1967 1st quarter	93	1,324		322		1,002	89	1,745	12	509	77	1,236
2nd quarter	112	1,385		308		1,077	124	3,577	36	2,135	88	1,442
3rd quarter	114	2,172		936		1,236	121	2,473	23	510	98	1,963
4th quarter	139	2,622		968		1,654	135	2,635	30	532	105	2,103
1968 1st quarter	157	3,322	35	860	122	2,462	91	2,075	11	222	80	1,853
2nd quarter	110	1,976	24	434	86	1,542	149	4,904	36	1,562	113	3,342
3rd quarter	129	3,025	23	623	106	2,402	147	4,496	44	1,755	103	2,741
4th quarter	162	3,552	27	630	135	2,922	118	2,757	39	1,004	79	1,753
1969 1st quarter	123	2,995	31	831	92	2,164	163	3,627	36	1,028	127	2,599
2nd quarter	140	4,012	45	1,617	95	2,395	149	3,022	54	1,238	95	1,784
3rd quarter	133	3,010	47	1,265	86	1,745	161	4,276	69	2,064	92	2,212
4th quarter	147	4,610	66	2,428	81	2,182	220	6,677	89	2,540	131	4,137
1970 1st quarter	135	3,692	52	1,387	83	2,305	215	6,039	120	3,205	95	2,834
2nd quarter												
3rd quarter												
4th quarter												
2nd quarter 1969-1st quarter 1970	555	15,324	210	6,697	345	8,627	745	26,014	332	9,047	413	10,967
2nd quarter 1968-1st quarter 1969	524	11,548	105	2,518	419	9,030	577	15,784	155	5,349	422	10,435
Percentage change		*+33*		*†166*		*– 5*		*+27*		*+69*		*+ 5*

Note: Prior to 1968 numbers for Export Deliveries were not collected

British Film Fund Agency returns

THE BRITISH FILM FUND AGENCY has published the following information for the five weeks ended August 29, 1970:

	£	£
Distributors' earnings submitted		
High cost films	950,093	
Low cost films:		
Eligible (after multiplying by 2½)	69,379	
Not eligible for 2½ times rental	1,499	
		1,020,971
Films of less than 3,000ft. (after multiplying by 2½)		38,423
		1,059,394

Levy collections paid to Agency by HM Customs and Excise to September 1, 1970, together with an estimate of collection approximately covering entertainments of five weeks ended August 29, 1970 £446,300

The tenth interim allocation for the thirteenth distribution period will be at the rate of 44 per cent.

Cinema admissions and takings in June

DURING JUNE, counted as a five week period, the weekly average of admissions to cinemas in Great Britain was 3.10 million and the weekly average of gross box office takings was £0.93 million.

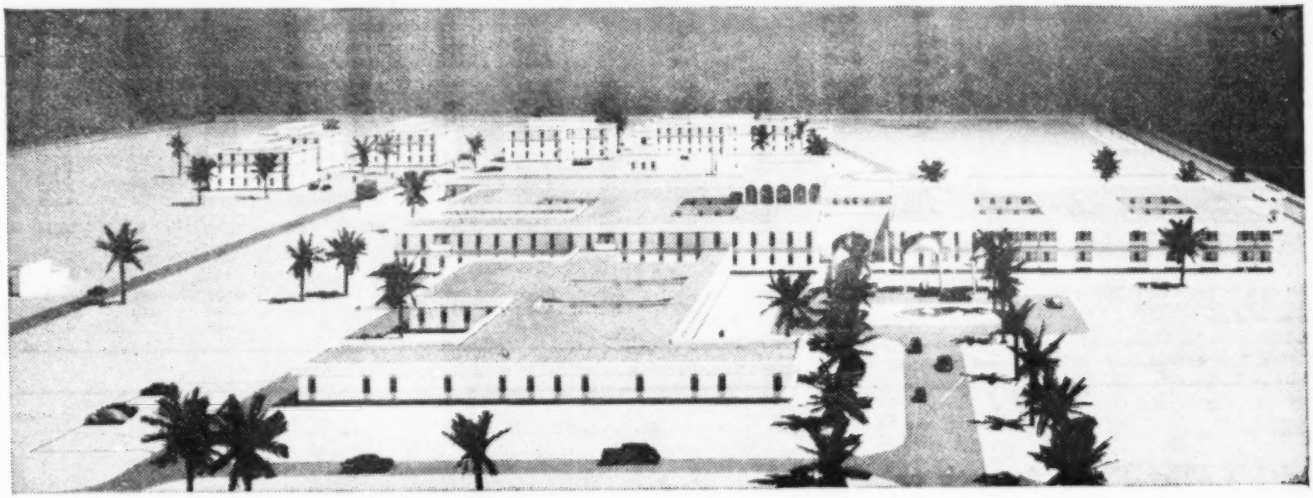
Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, October 9 1970.
Br/E indicates that the Film is a British quota film. Br/NQ indicates that the film is British but does not qualify for Exhibitor's Quota.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Mining Review No. 2 – 24th Year	Br/E 35088	10	October 5	Data Film Distributors Ltd.	National Coal Board
500 Islands	Br/E 35089	27	October 5	United Artists Corporation Ltd.	Douglas Warth
Don't Make Me Laugh	Br/NQ 35090	21	October 5	Children's Film Foundation Ltd.	Anvil Film & Recording Group Ltd. (for Children's Film Foundation Ltd.)
Crime Doesn't Pay	Br/NQ 35091	24	October 5	" " "	" " "
The New Seekers	Br/E 35098	29	October 7	Butcher's Film Distributors Ltd.	Balfour Films
Land Of The Grape	Br/E 35099	28	October 7	British Lion Films Ltd.	Armada Productions
Movietone News 2157	Br/E 34929	7	October 9	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2157A	Br/E 34930	8	October 9	" " "	" " "
				FOREIGN	
The Christine Jorgensen Story	F 35086	90	October 5	United Artists Corporation Ltd.	Edprod Pictures Inc.
Football Crazy	F 35087	31	October 5	Children's Film Foundation Ltd.	V.E.B. Defa Aussenhandel, Berlin
The Avenger	F 35092	92	October 6	Westland Film Distributors Ltd.	Regina Cinematografica S.r.l. Rome
Rebel With A Cause	F 35093	89	October 6	" " "	" " "
Putney Swope	F 35094	85	October 6	Contemporary Films Ltd.	Herald Productions Inc.
Desert Battle	F 35095	91	October 6	Ranworth Film Services Ltd.	Zenith Cinematografica, Rome and Les Films Du Griffon, Paris
My Bed Is Not For Sleeping	F 35096	91	October 6	E. J. Fancey Productions Ltd.	Exportfilm Bischoff & Co., G.m.b.H., Munich
Guess Who's Coming To Breakfast	F 35097	90	October 6	" " "	" " "
Loving	F 35100	89	October 8	Columbia Pictures Corporation Ltd.	Columbia Pictures Industries Inc.
Obsessions	F 35101	95	October 8	Border Film Productions (London) Ltd.	Scorpio Films N.V., Amsterdam
Mondo Sex	F 35102	90	October 8	" " "	Titanus International S.r.l. Rome
Lickety Splat	F 35103	6	October 8	Warner Bros. Distributors Ltd.	Warner Bros. Pictures Inc.
Shamrock And Roll	F 35104	7	October 8	" " "	" " "
Clippity Clobbered	F 35105	6	October 8	" " "	" " "

British construction work overseas 1969-70: new record

Contributed by the Ministry of Public Building and Works



Model of the fully air-conditioned Rashid Hospital complex in Dubai, being constructed by Bernard Sunley & Sons of Beckenham, Kent. The architect is John R. Harris and Widnell & Trollope the quantity surveyors.

INFORMATION COLLECTED by the Ministry of Public Building and Works shows that British building and civil engineering firms obtained contracts for construction work overseas to the value of £341 million during the year ended March 1970.

This figure exceeds by £107 million last year's record and reflects the effort and drive which British contractors are mounting to extend their activities in overseas markets. The increase has been brought about mainly by established firms and their overseas subsidiaries securing more and larger contracts, and partly by a small number of firms entering the overseas market for the first time.

Details of the value of contracts obtained, the value of work done and outstanding are given in Table 1. A notable increase was achieved in the Sterling Area and what is termed the Remainder. The sharp gain that occurred last year in the Dollar Area was fully held.

The demand overseas for all kinds of building and civil engineering work is enormous; this is a field where Britain has always played a major role and with her expertise and abundant professional skill there is no reason why the steeply upward trend in results should not continue.

Europe

British firms were active in Europe and secured some notable contracts; the largest worth £22 million was awarded by the Rumanian Government to the Taylor Woodrow Irrigation Group for the construction, in co-operation with the Rumanian Authorities, of the Sadova-Corabia irrigation system. The British consortium is led by Taylor Woodrow International Ltd. who are responsible for the civil engineering aspects of the project and overall technical management. Binnie and Partners have been retained by the consortium as their consulting engineers for the overall engineering concepts and hydraulic design of the system and Terresearch Ltd. as their advisers on soils and foundation engineering aspects.

The project comprises the irrigation of some 200,000 acres in the Sadova-Corabia region to the south of Oltenia province, and a 'village' will be built to provide accommodation for the British staff who will exceed 100 at the height of construction activity.

An important contract worth £14 million was obtained by the Cleveland Bridge and Engineering Co. Ltd. (a member of the Cementation Group) in consortium with Hochtief AG of West Germany, to build a suspension bridge across the Bosphorus in Turkey, linking Europe and Asia. Cleveland Bridge will be responsible for about 80 per cent of the value of the contract, but under the terms of the international loans they will have to sub-contract a substantial amount of the work in Europe.

The suspension bridge, which will have the longest span in Europe and the fourth longest in the world, was designed by British consulting engineers Freeman, Fox and Partners following the principles of the Severn suspension bridge design – which Freeman Fox designed and Cleveland Bridge played a major part in building. The contract was won by the Cleveland/Hochtief consortium against competitive international tendering from Japanese, French and other West German concerns.

Table 1. Contracts obtained and work done 1968/1970

£ million

Area	Total value of contracts obtained in the year ending			Estimated value of work done in the year ending			†Value of work outstanding at		
	March 31, 1968	March 31, 1969	March 31, 1970	March 31, 1968	March 31, 1969	March 31, 1970	March 31, 1968	March 31, 1969	March 31, 1970
Sterling	161	119	179	99	112	117	160	168	212
Dollar	37	76	71	53	64	64	31	42	47
Western European	11	16	26	16	11	12	8	12	26
Remainder	23	23	65	14	17	27	23	28	61
TOTAL	232	234	341	182	204	220	222	250	346

† Including extensions and increases in cost, less cancellations to contracts previously reported.

Laing Iberica SA, a member of the Laing Group, continued to be successful in Spain and secured a number of contracts for various types of work. The largest contract, worth more than £1·5 million, is for the construction of the first 2·5-mile section of the motorway along the coast of Northern Spain and includes preliminary works for a toll collection and service area and a viaduct crossing the Rio Ibaizabel, a main railway line and the Bilbao/San Sebastian highway.

Other contracts awarded to Laing Iberica include the construction of a new factory and three-storey offices in Madrid, a tennis and social club in Valencia and an experimental farming centre at Jerez de la Frontera.

In Gibraltar, Humphreys Ltd. obtained a contract worth over £1·2 million for the construction of 263 flats. Associated with the project are Sandford, Fawcett, Wilton and Bell, consultants for the foundations, and Leslie A. Keats and Partners, quantity surveyors. The sub-contract to build foundations for the flats was won by Piling and Construction Ltd., a member of the Costain Group.

Africa

In North Africa, a contract was awarded to Cementation Ground Engineering Ltd. for the grouting of the new Ait-aadel dam across the Rivert Tessaout in Morocco. A special feature of the work is the provision of vibrating wire piezometers deep in the foundations so that pore pressure can be accurately measured. The piezometers have been designed by Britain's Building Research Station and it is understood to be the first time that such instruments have been installed in a dam.

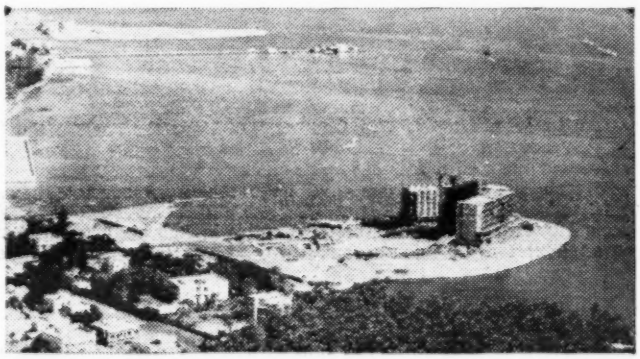
British Insulated Callender's Construction Company Ltd. received two orders from an Italian company who are the main contractors for the provision of television throughout Libya. The first order included television antennae support structures and microwave towers which were installed at Tripoli and Benghazi in three and a half months; the second order was much larger in conception and involved television structures at Zliten and Misurata with 125 miles of microwave links to complete the Tripolitania region. BICC also obtained a contract to supply and erect overhead lines for Mobil Oil Libya Ltd. at Amal 235 miles south of Benghazi.

British firms were also successful in East and West Africa. The Mowlem Construction Co. was awarded two road contracts worth some £2 million by the Kenya Ministry of Works. The larger contract is to build 18 miles of dual carriageway, including 12 bridges, from Nairobi to Thika and the other contract is for a 20 miles long new road linking Kenya's tea growing area of Limuru with Nairobi. The Uganda Electricity Board placed two further orders with British Insulated Callender's Construction Co. Ltd. for overhead lines. When the Uganda Electricity Board was established in 1948 to develop the country's power supplies, BICC set up an organization to build overhead transmission and distribution networks and in recent years the company has supplied and erected more than 200 miles of overhead lines to aid development in the Acholi and Lango districts.

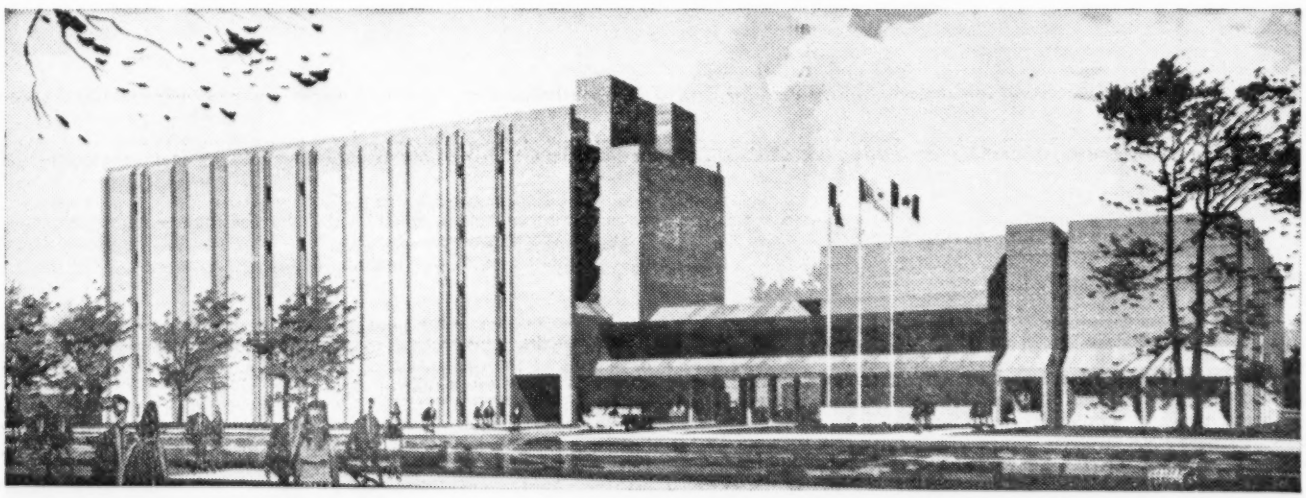
In Nigeria a contract valued at over £3 million was awarded to a joint venture of Taylor Woodrow and an American company for

(*Continued on next page*)

A 40-ton motorized scraper is towed under police escort through the main street of Brunei, on the north-west coast of Borneo. The scraper was on its way to the site of Brunei's new £5 million international airport which is being carved out of dense jungle and swampland by Costain Civil Engineering Ltd.



Gulf Hotel in Bahrain, seen here under construction, was designed and built by Wimpeys. The formal opening by the Ruler of Bahrain in September 1969, took place only 700 days after work first began to reclaim the site from the sea.



Artist's impression of the tele-communications centre for Bell Canada at Toronto, Ontario. The $4,100,000 contract for the construction of the first phase of this centre, which is in Scarborough, Ontario, has been awarded to The Mitchell Construction Company (Canada).

BRITISH CONSTRUCTION OVERSEAS, *continued*

part of the Ibadan water supply extension project. This contract is part of the works being carried out in connection with the Asejire Dam currently under construction.

The recently established South West Africa organization of George Wimpey & Co. Ltd. won its first contract in competitive tender with other local contractors. Under a £3 million contract for the South West Africa Administration, Wimpey will construct a carriageway from Windhoek's international airport to the agricultural town of Gobabis, through 100 miles of pastureland. In Botswana, a new company, Cosgrin (Botswana) Pty Ltd. jointly owned by the British Costain Group and Grinaker (Botswana) Pty Ltd., won a £1·8 million contract to build the first phase of a diamond mining township on the edge of the Kalahari desert.

Building and civil engineering work to be undertaken by Cosgrin includes the construction of 165 family housing units, single quarters for 200 workers, and ancillary services such as schools, shops, clubs, a clinic, police station and offices. A new diamond strike was recently made at Orapa and mining has already begun under a small pilot scheme, but full production will not be achieved until Cosgrin's contract is completed.

The Middle East

Bernard Sunley & Sons obtained a valuable £6·5 million contract to build a 393-bed hospital in Dubai for the Ruler, His Highness Shaikh Rashid Bin Said Bin Maktoum Al Hasher. Sunley raised the whole of the finance for the project, which is known as the 'Rashid Hospital'. The contract provides for the construction of a fully equipped air-conditioned hospital, together with housing for doctors, nurses and domestic staff. Sunleys are responsible for the design of the foundations, the structure and the mechanical and electrical services.

Norris Air Conditioning Corporation won a £1 million sub-contract for all mechanical engineering services at the hospital. The architects are John R. Harris and the quantity surveyors are Widnell & Trollope. The Government of Qatar awarded a £2 million contract to John Howard and Company Ltd. for the construction of a new deep water jetty at Umm Said, 25 miles south of Doha. The work consists of a jetty approach and a jetty head and ancillary works include road construction, a large reinforced concrete box culvert and a number of buildings.

John Howard & Co. Ltd. were also active in Bahrain where they won an important £4 million contract to construct a terminal and services building for the Muharraq International Airport. The contract also covers water supply, drainage, electrical installation and other ancillary works. Other British firms were successful in Bahrain. George Wimpey and Co. Ltd. won an important contract to extend Bahrain's international airport to cope with Jumbo jets, and another contract for the design and construction of off-shore wellhead platforms.

Taylor-Keenan Ltd. obtained an order for the installation of four cold stores in the new Isa Town Market Place for the Government of Bahrain, and these stores will hold fish, fruit, vegetables, and meat, to help feed the agriculturally poor State of Bahrain.

A £1 million contract for the first stage development of the Port of Sharjah, one of the seven Trucial States, was awarded to Tarmac Construction Ltd., by the Ruler of the State. Sand and silt are to be dredged to deepen the lagoon and this material will be used for land reclamation and flood protection. Consulting engineers for the project are Sir William Halcrow and Partners. The Sultanate of Muscat and Oman awarded a contract to Taylor Woodrow International Ltd. for the construction of a hospital at Ruwi. A three-storey nurses' residence and a two-storey staff block will be erected in reinforced concrete and ancillary buildings and roadwork are also covered in the contract.

Architects are John R. Harris, quantity surveyors are Widnell and Trollope, consulting engineers are Scott Wilson Kirkpatrick and Partners, and mechanical and electrical consultants are Hoare Lea and Partners.

India and the Indian Ocean

BICC was awarded a contract by the Western Railway, Bombay, for the design, supply and erection of traction overhead equipment, together with 12 switching stations, for the 350 track kilometres between Bombay Central and Bulsar, forming part of the scheme to electrify the Western Railways route between Bombay and Ahmedabad. This is the seventeenth contract in India for traction equipment awarded to BICC since 1958.

To form part of the important airport being built in the Seychelles Islands by Costain Civil Engineering Ltd., the company has been awarded a further contract for a terminal building. It will comprise three main buildings to accommodate passenger services, emergency services and air traffic control operations. It is situated on Mahe Island, the principal island among the 100 or so Seychelles group, and on completion early next year will provide the first civil airport for the islands.

The Far East

In consortium with an American company, Taylor Woodrow has been awarded a contract valued at over £1·5 million for marine works at Sriracha, Thailand. The project includes construction of a jetty, crude oil unloading and product loading berths, and underwater pipelines. Taylor Woodrow are also working in Malaya where they have a contract for extensions to a vehicle assembly plant at Batu Tiga, near Kuala Lumpur.

Underground piles to carry a 50-storey tower block for the Development Bank of Singapore, forming part of a contract being undertaken by Cementation Mining, are believed to be the four largest underground piles in the world. The piles, each of 22 feet 6 inches diameter will average 200 feet in depth. To construct them, the company is sinking four shafts to the required depth which will then be reinforced and then concreted. Westpile (SEA) are also carrying out piling work in Singapore, having received a further two-year contract for piling from the Housing and Development Board.

An important contract worth nearly £18 million was won by a consortium led by Costain Civil Engineering Ltd., for the construction of a mile-long tunnel under Hong Kong Harbour. The contract was awarded after almost two years of negotiation over credit terms tor the project between Costains, the Export Credit Guarantee Department and the Hong Kong Cross-Harbour Tunnel Co. During this time both French and Japanese concerns were thought likely to win the contract.

The tunnel will be built by the immersed tube method, which consists of lowering sections of the tunnel into trenches dredged in the harbour bed. It is possible that this method, first proposed in 1811 by a British engineer for a tunnel under the River Thames, will be used to construct the Channel Tunnel.

Under a £3 million sub-contract Redpath Dorman Long, a member of the Northern and Tubes Group, British Steel Corporation, will supply the steel for the tubes making up the tunnel, as well as fabricating and launching them. Through its International Projects Division in London, Philips Industries is to install the operating facilities that the tunnel will require, such as ventilation, lighting and traffic control.

The tunnel will provide two 22-feet carriageways for motor traffic between the island of Hong Kong and the mainland of Kowloon. Each tunnel section will consist of twin tubes, 34 feet in diameter and 350 feet long. The ends will be sealed with steel bulkheads and ballast for sinking will be provided by mass concrete poured into the gap between the tubes. The joint consulting engineers to the Hong Kong Cross-Harbour Tunnel Company are Scott Wilson Kirkpatrick and Partners and Freeman, Fox and Partners.

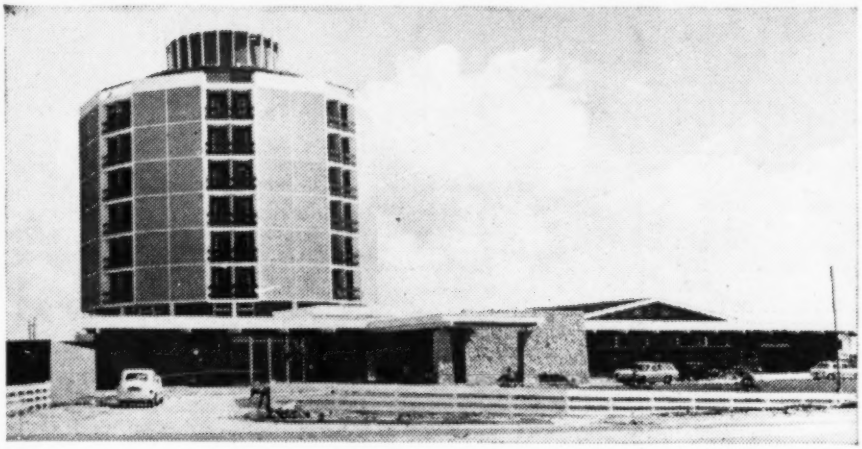
In addition, an American company are advising the contractors on the design of the immersed tube. Robert Matthew, Johnson-Marshall are assisting the joint consulting engineers with architectural services on the project.

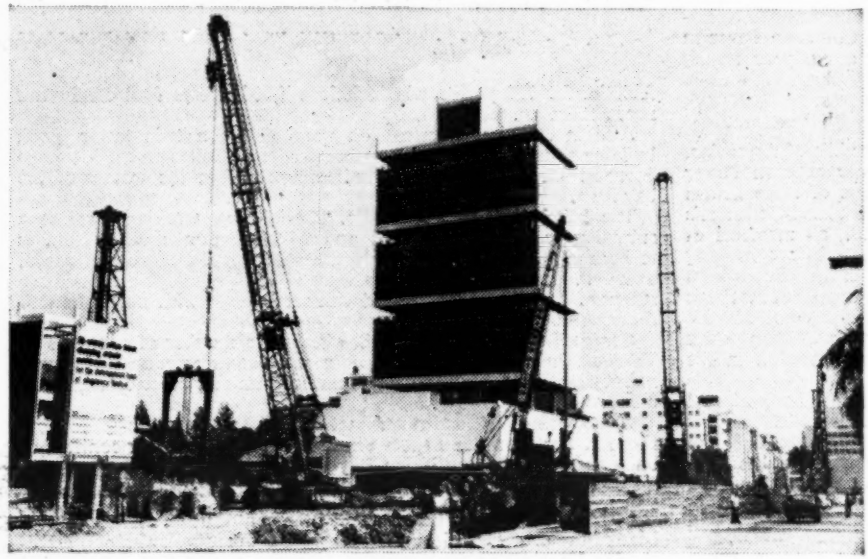
Australasia

In Australia, a number of contracts were obtained by George Wimpey and Co. Ltd. The largest is for a new high school at Belconnen and another contract is for a new factory and office building in Sydney. Other Wimpey contracts include extensions to a high school at Bonnyrigg, near Sydney, and two industrial contracts for a bonded storage warehouse in Sydney and a 9,800 sq. ft. depot for servicing engines installed in Royal Australian Navy vessels.

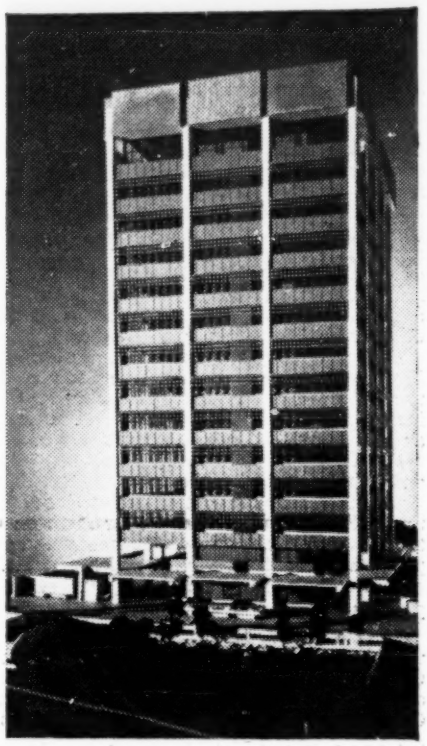
Taylor Woodrow were also active in Australia and obtained contracts totalling over £5 million. The largest contract, valued at £3 million, is for the construction of an 18-storey office block, which is the second large Taylor Woodrow development in the centre of Perth. The other contracts include two marine projects in Western Australia – the construction of an iron ore loading jetty at Port Hedland and the design, construction and installation of navigation aids to mark the seven mile approach channel to the harbour.

Costain (Australia) Pty Ltd., a member of the British Costain Group, were again successful in obtaining a number of contracts including the first phase of a multi-storey tower block in Melbourne. When completed, the £3·6 million project will consist of a 380 feet high circular tower (15 feet higher than St. Paul's Cathedral) rising from a podium block. Other Costain contracts in Melbourne are for the construction of two office blocks – one of five storeys and the other of two storeys. Costain (Australia) Pty were also awarded





Above: Cementation are constructing what are believed will be the four biggest underground piles in the world to carry a 50-storey block for the Development Bank of Singapore. The piles, each of 22 ft. 6 in. diameter, will average 200 ft. in depth, the deepest being 220 ft. On either side of the 500 ft. tower block, there will be a 12-storey podium supported on large diameter bored caisson piles, the whole foundation contract being worth nearly £400,000.



Above: A £1,334,000 office block for the New Zealand Electricity Department in Wellington. The 12-storey building will be built by Cubitt Wells Ltd., the New Zealand member of the Cubitt Group.

Left, above: The 104-bedroom Guyana Pegasus Hotel, Georgetown, opened on November 1, 1969, was designed and constructed by Taylor Woodrow for BOAC, the Hotel Division of Fortes, and the Guyana Government, and is not only the city's tallest building, but Guyana's first international hotel.

contracts to build a large finished goods warehouse at Botany, New South Wales, a containerization warehouse in Alexandria and three linked college buildings at Coburg in Victoria.

Cementation (Australia) obtained a contract worth over £1 million, in a joint venture with Theiss Bros. of Australia, to sink a shaft for Mount Isa Mines Ltd. as part of a programme to increase the mines output of copper by 50 per cent. The contract will take two years to complete and the shaft will be 3,320 ft. deep with an internal diameter of 20 feet.

Cubitt Wells Ltd., the New Zealand member ot the Cubitt Group, obtained three contracts totalling over £3·3 million in value. The two largest contracts are both for the construction of offices in Wellington. One comprises a three-storey podium supporting a 12-storey tower block with two basements, and the other is a 12-storey office block. The third contract is for the construction of a shopping centre on a three-acre site at Paraparaumu Beach, 30 miles north of Wellington.

Taylor Woodrow in association with a New Zealand company were awarded a contract for the construction of a wharf to service the new aluminium smelter to be constructed at Bluff in South Island.

North America

British firms were active in North America, and Laing Construction and Equipment Ltd., Canadian member of the Laing Group, were awarded contracts totalling over £15 million in value. By far the largest is a contract for over £11·5 million for the construction of a 650-bed hospital in Toronto. The Mount Sinai Hospital Board placed the award for the 16-storey block, which will also have two basement levels and a separate receiving area. Besides intensive care and coronary units, it will house teaching departments as well as psychiatric and research facilities.

Another hospital project awarded to Laing involves doubling the size of the existing 121-bed hospital at Penticton in British Columbia. Penticton is situated on the southern shore of Okanagan Lake and halfway up the lake at Kelowna, Laing are building a new factory for the production of corrugated paper. Laing's other contract is for the construction of a 15-storey apartment block in New Westminster, British Columbia.

Richard Costain (Canada) Ltd. obtained some important contracts. The largest costing about £7 million is for residential development to be undertaken at Burlington in Ontario. The project wil.

(*Continued on next page*)

BRITISH CONSTRUCTION OVERSEAS, *continued*

include shops, apartments and houses. Another residential development contract obtained by Richard Costain (Canada) Ltd. costs over £6 million, and is for the construction of 322 properties, a junior public school and parkland areas in Markham Township, Toronto.

The Mitchell Construction Co. (Canada), a member of the Mitchell Construction Kinnear Moodie Group Ltd., obtained a number of contracts for various types of work. The largest worth over £1·5 million is for the first phase of a telecommunications centre to be built at Scarborough, Ontario. A five-storey crossbar building will be erected, which will also have a basement, and provision has been made for adding a further four storeys at some later date. Mitchell's other contracts include the conversion of a former brewer's warehouse into a Teaching Centre for Photographic Arts in Toronto, additions to Eastview Public School, Ontario and the erection of an office and service building at Oakville, Ontario.

George Wimpey and Co. Ltd. also obtained a number of contracts in Canada, including two package deals for the design and construction of dwellings in the Toronto area. Other Wimpey contracts include the provision of underground services, and roads and sewers and water mains for projects in Toronto.

BICC received a contract valued at £1·2 million for the supply and installation of 525 kV cable and associated accessories from the United States Department of the Interior for the Bureau of Reclamation's Grand Coulee Third Power Plant on the Columbia River in the State of Washington. The contract covers a two-year testing programme for this advanced design of cable.

South America

The major transmission line contract in the Republic of Argentina, worth £22 million, was awarded to the Anglo-Argentinian Power Construction Consortium. The consortium consists of three British companies – Balfour Beatty and Co. Ltd., British Insulated Callender's Construction Co. Ltd., and Painter Brothers Ltd., all members of the BICC Group – and Adelphia SA (Argentina). The consulting engineers are Sir Alexander Gibb and Partners, in association with Merz and McLellan. The contract is for the design, supply of materials and installation of two single circuit, quadruple conductor 500 kV lines, each 1,100 kms long, running parallel, from El Chocon power station in the province of Neuquen, to a terminal station in the outskirts of Buenos Aires.

It is expected that 50 per cent of the steel towers will be fabricated in the United Kingdom and 50 per cent in Argentina. El Chocon is on the lower course of the Limay River in the Andean foothills, and the El Chocon-Cerros Colorados Hydroelectric Scheme was conceived 31 years ago. When completed, the scheme will provide a major source of hydroelectric power for the country, and irrigation and flood control for the rich Negro Valley. Eventually El Chocon will be a major source of electric power for most of Southern Argentina.

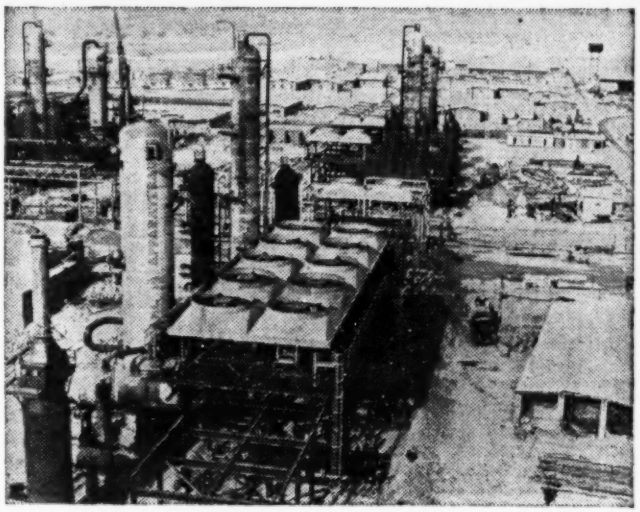
The first major British road bridge contract in Brazil has been won by a joint venture of Redpath Dorman Long Ltd. (which is part of the Northern Tubes Group, British Steel Corporation) and Cleveland Bridge and Engineering Company Ltd. The contract, worth £8·5 million, is for the fabrication and erection of the structural steelwork for the navigation span of a dual carriageway bridge over Guanabara Bay linking the cities of Rio de Janeiro and Niteroi.

The structure will be just over half a mile long, will use 13,000 tons of steel, and will have a twin box girder construction. Dorman Long and Cleveland Bridge have previously worked together on a number of major bridge projects, including Auckland Harbour Bridge and the Forth and Severn road bridges.

The longest pier on the Chilean coast – it will extend for 1,700 metres (5,577 feet) into Concepcion Bay – is being built under a £1 million contract awarded to George Wimpey and Co. Ltd. Wimpey also obtained a contract to construct a sea defence wall in Guyana. About 8,400 feet of reinforced concrete sea wall will be constructed; this will be made up of a sloping concrete apron with a toe protected by a sheet-piled, cut-off wall and stone placed in gabions. The consulting engineers for the project are Sir William Halcrow and Partners.

The Caribbean

Higgs and Hill received a contract valued at some £2 million for the construction of the 350-room Pegasus Hotel in Kingston, Jamaica. The work involves an 18-storey tower block having a reinforced concrete frame and clad with local materials. Convention facilities for 750 people will include a 6,000 square foot conference room/ballroom.



Work in progress on the £14 million natural gas treatment complex being built at Bid Boland, Southern Iran, by Costain and Press (Overseas Services) Ltd.

Also in Jamaica, Cementation are building a twin tower block building situated on one of the most dominating sites on the Montego Freeport Development – an area reclaimed from the waters of the bay itself.

The Mitchell Construction Co. (Caribbean), working through a subsidiary company, Horsford and Mitchell Construction Ltd., is to build a 180-room extension to the Hilton Hotel at Port of Spain, Trinidad. The contract, worth almost £1 million, is for a nine-storey structure based on a reinforced concrete design with flat slabs and sheer walls.

George Wimpey and Co. Ltd., obtained a number of contracts in Trinidad, including the supply, fabrication and erection of a sugar refinery extension, construction of an hotel and an office block, and a reinforced concrete jetty.

Wimpey also obtained a contract to build a bank with offices and shops in Tortola in the British Virgin Islands, and another contract to build an hotel at Mount Irvine, Bay Tobago.

Professional services

Mention has already been made of the contribution made by members of the professional bodies such as the quantity surveyors, architects and consulting engineers†. A short account of the work carried out overseas by Surveyors and Architects now follows.

Quantity Surveyors

British-based quantity surveying firms already practise in Europe, the United States and in other parts of the world, and an increasing awareness of the value of the chartered quantity surveyor is being detected outside the Commonwealth and South Africa where quantity surveyors have traditionally practised and the profession is actively seeking further openings for its cost-planning and cost-control expertise.

There appears for example to have been a significant change in the attitude of the French Government towards the acceptance, and indeed encouragement, of foreign activity in the building industry, recognizing the need to contain or reduce costs while promoting an ambitious building programme. The French Ministry of Housing were interested when a British firm of quantity surveyors was appointed by an American client in connection with a large office building project in France, and in May 1970, at the suggestion of the Board of Trade, The Royal Institution of Chartered Surveyors invited to London four officials from the French Ministry of Housing to explain to them the role of the chartered quantity surveyor.

While the officials were in London they were given an introduction to the profession, its current role, the history of its development, and its educational and training requirements. Paper on the techniques of design cost-planning and the use of cost yardsticks for control of government and local authority housing were also presented. The programme included a visit to a construction site and to four private practices to see chartered quantity surveyors in action.

† See *Board of Trade Journal*, August 12 for an account of the work of the Consulting Engineer

It is hoped that the visit will lead to further contacts and to more British firms being given commissions in France either by the French Government or by private clients.

Recently many other countries have expressed interest in the chartered quantity surveyors' expertise; indeed since January 1, 1970, inquiries have come from Belgium, Finland, Germany, Switzerland and Japan, and The Royal Institution of Chartered Surveyors has received or is arranging to receive visitors from Belgium, Japan and Switzerland in the summer and autumn of 1970.

The use of the computer in producing bills of quantities, project data and feedback has aroused particular interest. The Finnish Ministry of Public Buildings, on the other hand, were more interested in the bill of quantities as produced by the chartered quantity surveyor as a tendering document and as an integral part of the construction contract, since they thought that a system on these lines might lead to greater efficiency in their building programmes.

Contact is also being made with the construction industry in America where a number of chartered quantity surveyors practise, often in association with British-based firms. The object here is not to sell the quantity surveyor's full service to the American industry but to concentrate on the consultancy side and to ensure that American developers, when looking to Europe and elsewhere, are aware of the quantity surveyor's contribution to the building team's effort.

In all those projects the greatest difficulty is to gain a first foothold and to be accepted by the construction industry of the country concerned, whose organization and financing may be quite different from its British counterpart.

Success depends on the adaptability of the individual chartered qeuantity surveyor to apply his basic training and discipline to overcom local obstacles. However, the existence of successful practices in countries outside the Commonwealth indicates that chartered quantity surveyors have a worldwide role to fulfil.

Already chartered quantity surveyors have set up practices in countries outside the Commonwealth and South Africa including the United States and the Middle and Far East, France, Belgium and other European countries. Other firms, while not establishing offices, have in the past two years obtained important commissions overseas including university projects in Canada, Iran, Iraq, Nigeria and Tunisia, hospitals in Canada, Hong Kong, Libya, Malaysia and Nigeria, a bank in Kuwait, conference centres in Saudi Arabia and commercial and industrial buildings in Canada, France, Italy, Kenya, Portugal and Tanzania.

Architects

The major projects started during the period under review have been for the most part in those spheres in which the expertise of British architects is well known, for example in university and school buildings, hospitals and residential developments.

These include the £14½ million University of Libya at Benghazi designed by James Cubitt and Partners who have also been commissioned to carry out a £1½ million University faculty and £800,000 science laboratories in Nigeria; a £4½ million hospital in the Irish Republic by Keppie, Henderson & Partners, and the £1¼ million Asian Institute of Technology at Bangkok by Robert Matthew, Johnson-Marshall & Partners.

Commissions for residential developments of all kinds have been acquired by British architects and range from holiday villages, such as that being carried out in Sardinia by Garnett, Cloughley, Blakemore & Associates (£3 million), to hotels in the Seychelles by E. S. Boyer & Partners, and in the West Indies by Covell Matthews & Partners and John Snellgrove Associates.

New commissions for commercial developments include a £1¼ million commission for warehousing and offices in South Africa by Scott, Brownrigg & Turner and the shopping and commercial section of Montego free port, Jamaica by Mountford Pigott and Partners in association with a local firm of architects.

While the major projects have tended to be in Asia, Africa and the West Indies the number of commissions acquired in Europe, particularly in France, Italy and Spain has been steadily increasing, especially for housing and factories. So too have consultancy services and feasibility studies in the planning field.

Llewelyn Davies, Weeks, Forestier-Walker & Bor are acting as consultants fr urban renewal in Toledo (Ohio) and Detroit (Michigan, and Shankland, Cox Associates for the new town of Pontoise-Cergy in France. Colin Buchanan & Partners are carrying out long-term city growth studies for Ankara and Wilson & Womersley have been commissioned to do the master plan for Saltfleet, Ontario.

An impression of the 350 room Pegasus Hotel in Kingston, Jamaica, for which the £2 million construction contract has been awarded to Higgs & Hill.

The Royal Institute of British Architects maintains an up-to-date index of practices which contains details (and often photographs) of work carried out by British architects. It is therefore able to suggest firms suitable for overseas projects, and inquiries should be addressed to the Secretary, Clients' Information Bureau, RIBA, 66 Portland Place, London, W1N 4AD (Tel. 01-580 5533).

Retailers' stocks in August

THE VALUE of stocks at current prices held by retailers at the end of August showed an increase of 7 per cent over the corresponding month of last year; at constant prices there was no change compared with July 1969. This continues to be much in line with experience in recent months.

Estimate of levels and percentage increases in retailers' stocks

Index numbers (end 1960 = 100) *and percentage increase on a year earlier*

(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices												
1966	124	126	137	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	153	159	157	170	183	160
1970	151	154	164	167	167	168	162	170				
1969	*6*	*8*	*8*	*7*	*7*	*8*	*8*	*8*	*8*	*9*	*9*	*8*
1970	*7*	*5*	*4*	*6*	*4*	*6*	*6*	*7*				
At constant (December 1960) price												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	128	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	135	144	126
1970	118	120	128	128	128	129	123	128				
1969	*1*	*2*	*2*	*2*	*2*	*3*	*4*	*3*	*3*	*4*	*4*	*3*
1970	*2*	*1*	*-1*	*1*	*-2*	—	—	—				

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

38th International Agricultural Fair

NOVI SAD YUGOSLAVIA

14th-25th May 1971

This is the second largest Agricultural Fair in Europe.

Exhibitors in 1970 numbered 1,500 and attendance from Yugoslavia and other countries exceeded 500,000.

Exhibits deal with everything from large scale reclamation of waste-land to the presentation of the retail product, including all types of handling, processing and packaging plant, plant protection and other chemicals, animal and poultry foods. All types of livestock and poultry.

Exhibition space is in great demand and intending British and New Zealand exhibitors should make their application as soon as possible.

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Exhibitions and Fairs

Board of Trade supports British exhibitors at more than 80 trade fairs abroad

DURING THE last quarter of 1970 over 2,500 British firms will be taking part in promotions supported by the Board of Trade at 83 overseas trade fairs in 18 countries. The majority of these firms will be sponsored by their Trade Associations under the Board of Trade's joint venture scheme. In addition, there will be British Shopping Weeks and Store Promotions in Finland, Sweden, France, Japan and the United States.

Among the major forthcoming events will be those in the current trade drive in Finland. This includes a British Engineering Week and a Motor Show in October, as well as participation in the Business Machines Equipment Exhibition, at Helsinki, followed by further events in November covering food and medical supplies.

In November, Buenos Aires will be the venue for the large British Industrial Exhibition (BA 70) which is being organized with the support of the Board of Trade by Industrial and Trade Fairs International. The aim of BA 70 is to achieve for British exports to Argentina what a similar successful exhibition at Sao Paulo did for Britain in Brazil last year.

Extensive range

On show at BA 70 will be an extensive range of British capital and industrial goods, including construction equipment, diesel engines, chemical plant and electronic and scientific equipment. The exhibition will provide a unique opportunity for British industry to penetrate or increase its sales in a market which was the largest British export market in Latin America last year.

Some of the many events during this period at which Britain will have specialized displays are as follows:

- Lyons International Furniture and Furnishing Accessories Exhibition
- Cologne International Photo and Cine Exhibition (PHOTOKINA)
- Zurich International Hydraulic and Pneumatics Exhibition
- Munich International Trade Fair for Production in the Electronic Industry (ELECTRONICA)
- Paris International Food Exhibition
- Frankfurt International Textiles for Clothing Exhibition
- Johannesburg International Machine Tool Exhibition
- Hamburg European Marine Trade Exhibition and Congress
- Moscow Mechanization and Automation of Postal Communications Exhibition
- Washington International Atomic Energy Conference and Exhibition

There will also be a large British representation at Rumania's first International Trade Fair to be held in Bucharest.

Package finance for BA 70

THE BANK of London and South America and Lloyds Bank have arranged a comprehensive financial package for the forthcoming British Industrial Exhibition in Buenos Aires which will be opened by Princess Alexandra on November 4. The package comprises privileged rate sterling (currently at 7 per cent) for goods sold on credit with ECGD cover and is available to all exhibitors.

To this, BOLSA has added Argentine Pesos and Euro-dollars to help buyers with their purchases by being able to make his down-payment on credit. BOLSA and Lloyds Bank have decided to put no ceiling on the amount of sterling that will be available. Their approach is 'you book it; we'll back it!'

The success of all industrial exhibitions depends to a large extent on efficient and quick finance arrangements. BOLSA and Lloyds Bank in this partnership aim to provide for exhibitors and buyers instant finance arranged on the BOLSA stand.

The combined Pipes, Drums and Bugles and the Military Band of The Royal Highland Fusiliers rehearsing at Bulford Camp, Wiltshire, for their forthcoming trip to Buenos Aires, Argentina. The 62-man band will be giving performances at the British Industrial Exhibition sponsored by BNEC Latin America and organized with the support of the Board of Trade by Industrial and Trade Fairs International Ltd.

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British women's wear group find encouragement in Southern California

A report from the British Consulate-General (Commercial Department), Los Angeles

TWELVE BRITISH manufacturers of women's wear set up shop in the Sheraton West Hotel from September 15 to 18, following a reconnaisance visit made by Mr. Douglas Lewis, the Director of the Clothing Export Council in July last. Mr. Lewis returned with the sales group, accompanied by his assistant, Miss Susan Phillips and everyone at once set about following up the preliminary work done by Robina Colville in the Commercial Department of the Consulate-General and her commercial assistants in contacting some 250 local store buyers, clothing boutiques, and potential manufacturers' representatives.

The results of this effort were gratifying, especially since many of the British firms had not tried a direct attack on the California market before. Not that everything in the garden was lovely – in spite of all the local advice we could get before the group arrived, a number of important sportswear buyers were in New York during the vital week, having changed their plans at short notice to go there when it was far too late to change our bookings.

This is the sort of hazard which confronts any kind of an attempt to organize an attack on the 'rag trade'. It was no comfort for us to note that the Pacific Coast Travellers Sales Week, held in another Los Angeles hotel during the same period suffered equally.

All the British firms reported some success. Strelitz, who have a local agent, opened two new accounts and did some modest business. Mr. H. Moss, proprietor of 'The London Mob' authorized us to say that he had sold his entire line to a local department store, and in addition he had learned a great deal about the weights and colours which the market demanded. Mr. R. Green of Highlight had taken some substantial orders, and Mr. A. Radley of 'Ossie Clark' was very pleased with the results of his visit. Mrs. Sally Levison, of Levison Originals, shared the disappointment of some other manufacturers at the absence from Los Angeles of a number of buyers who were important to her. She appeared with Douglas Lewis on a live television show during the group's visit.

Mr. Atkinson of Cope Allman selected a local agent, having become convinced that a continuing sales presence in this particular market was essential. Mr. Goldberg of Janet Dickenson, Mr. Sigler of Silhouette, and Mr. Blackwood of Reldan, all missed the absent sportswear buyers but nevertheless took some orders. Colin Glascoe probably had more traffic through his showroom than anyone else. It was interesting to learn that Mr. A. Hillel, of Suede and Leathercraft, who had a disappointing week until the very last afternoon then had to revise his preliminary estimate of the potential of the market for his firm's products, since he then took a substantial order.

The keenness and hard work put into this first concerted attack on the Southern California market by the British women's wear designers made a great impression here, and we look forward to seeing the exhibitors return to consolidate the very good start they have made.

Now that the department stores and the boutiques have had a chance to see at first hand what we can offer we are sure that there are real prospects of obtaining for Britain a much larger share of this lucrative market.

Colin Glascoe at a preliminary fitting watched by (l. to r.) Robina Colville (British Vice-Consul), Douglas Lewis (Director CEC), John Brown (Commercial Consul), and Susan Phillips (CEC) at Los Angeles.

Marketing requirements highlighted at Electro-Optical Systems Design Conference

A report from David C. Hall, British Trade Development Office, New York

TO SEE is to believe. Before a computer can compute it must see believable information in the form of electronic signals. This is just one example of the combination of optics and electronics witnessed at the Second Electro-Optical Systems Design Conference in New York (September 22-24).

This year's conference drew 80 technical papers from five countries, including nine from Great Britain, and 204 exhibitors, including 10 British in a joint venture sponsored by the Board of Trade and the Sira Institute.

The market for optro-electronic devices is one of the fastest growing in the United States with an estimated 80 per cent increase between 1969 and 1973. From the number of people attending this year's convention and the hard inquiries received by British exhibitors this appears to be one area of the electronics/aerospace industry which has been little affected by the slow-down in growth of recent months.

The computer industry, a major user of electro-optical devices has weathered the present economic conditions better than any other sector of this $25 billion advanced technology market, and the increasing emphasis on nonmanned satellites by NASA has also contributed to the buoyancy of the electro-optics market.

Infra-red detectors

Many of the techniques developed in this area of technology are finding increasing applications in such topical areas as pollution of the environment, where infra-red detectors can map thermal pollution from power stations and determine the heat sources in large cities.

The subjects of the technical papers indicated the wide scope of the industry. Papers were given on such diverse subjects as how electro-optics assist in catching criminals – 'Optical Processing Applied to Fingerprint Recognition' (D. A. Gregory, British Aircraft Corporation), and putting a man on the moon – 'External Visual Affects Generation for Lunar Astronauts Training' (by R. Rulon, A. S. W. Pierre and S. Brogna, Foreign Optical Company).

The marrying of various advanced technologies was particularly well illustrated by the Sira Institute with their recently developed carbon fibre gauge which uses a combination of lasers and diffraction gratings to measure a fibre of only a few microns in diameter.

British electro-optical companies are certainly not behind, and in some areas are ahead of American technology. Of course, as in any other sector of the industry it is the marketing of the product, together with the manufacturing techniques and controls to produce and deliver it on time which are at least as important as the research base.

This is the area that British firms need to concentrate on and it will be to their advantage to do so quickly. The electro-optics industry in the 1970s could well be what the electronics industry was in the '60s.

World trade fair organizers hold congress in London

THE 37TH annual congress of the Union des Foires Internationales is taking place in London, at the Royal Garden Hotel, from October 28-30. The Union is the official body of international trade fair organizers and their annual congress is to be held in Britain for the first time.

The Union comprises 99 fairs from over 30 countries and a record number of delegates will be attending the congress.

England captain to open Motor Show

BOBBY MOORE, twice Britain's Sportsman of the Year and captain of the England football team and of West Ham United, will open the 55th London International Motor Show at Earls Court to-day (Wednesday, October 14).

Successful footwear show in Montreal

FOOTWEAR SAMPLES made by over 20 British manufacturers were on display at the recent Canadian Shoe and Leather Fair. This year's show, which was held in the Concordia Hall of the Place Bonaventure Merchandising Mart in Montreal, opened on Sunday, September 27 and after a very successful three days closed its doors in the late afternoon of Tuesday, the 29th.

Footwear manufacturers and retailers both agreed that the 1970 fair was the best shoe show ever held in Canada, and that this show is currently the best footwear trade show held in North America. Attendance of Canadian shoe retailers was high and close to 300 buyers from large retail organizations across the United States also attended this Canadian show, with a considerable number of them visiting the stands of the British exhibitors. The plan to transfer the Chicago Shoe Fair to Houston, Texas, in 1971 may further enhance the popularity of the Canadian Shoe Fair with retail buyers in the United States.

The British Footwear Manufacturers' Federation and the Board of Trade undertook a joint venture group exhibit which incorporated separate stands for each of the seven participating footwear manufacturers and for the BFMF. The group exhibit, which was designed by the Central Office of Information, proved to be one of the most attractive and sophisticated stands in the show. The British companies which displayed in this joint venture were BSC Footwear Ltd., Church and Co. Ltd., Dunkelman and Son Ltd., Edwards and Holmes Ltd., Gidley Wright Ltd., Start-Rite Shoes Ltd. and John White Footwear Ltd.

Attractive displays

Footwear products made by a larger number of other British manufacturers were displayed on the stands of associated Canadian companies, importers and agents. Although the emphasis was definitely on the British-made men's footwear, there were also attractive displays of both ladies' and children's quality products.

In the men's wear ranges, boots were still a popular best selling item, and there was an indication of renewed interest in tied shoes. Trends in ladies' footwear were confused by the general indecision over hem lengths, but there was clear indication that high fashion boots will be a big item in 1971. British exhibitors all expressed satisfaction with the level of business transacted at the show, which indicated considerable bouyancy with optimism for prospects in 1971. Imports of British footwear into Canada were valued at $8.4 million in 1969, and $4.2 million in the first six months of 1970.

Canadian footwear manufacturers who have experienced difficult trading against lower-cost imports during the past year were obviously making strenuous efforts to regain lost customers, by having more attractive stands and good presentations.

Other countries with group exhibits were France, Ireland and Italy. Although there was no official Spanish exhibit, footwear made in Spain was a strong feature on several importers' stands. Very competitively priced footwear from Brazil was also on display, and competition within the lower to medium quality ranges in ladies' footwear in particular has become very intense.

Although overall prospects for British footwear manufacturers in the Canadian market are very good, ladies' footwear in the lower to medium qualities will likely prove difficult to sell.

PUBLICITY FOR TRADE FAIRS OVER

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Newcomers to Frankfurt Book Fair pleased with results

A report from the British Consulate-General (Commercial Section), Frankfurt am Main

THE TWENTY-SECOND annual Frankfurt Book Fair was held this year from September 24-29. Organized by the Association of German Booksellers, the fair was staged in the permanent exhibition halls of the Frankfurt Trade Fair.

Although the recorded total attendance of 110,000 people (trade visitors and members of the general public) represented a drop of some 10,000 as compared with the 1969 total, the fair in terms of the number of exhibitors and titles on display was the largest ever.

Within a total exhibition space of 39,000 sq. metres, 3,306 exhibitors from 64 countries presented some 213,000 books, of which no less than 69,000 were new titles. West Germany had as usual, the largest number of exhibitors and the major foreign contingents were from the United States (465), followed by the United Kingdom with 354, Switzerland with 193, France with 163 and Italy with 156.

Over half of the British exhibitors were grouped in a joint venture, sponsored by the Board of Trade in co-operation with the Publishers' Association. Together with the excellent British Council stand on which was displayed a wide selection of new titles from British publishers, they occupied a prime position near the main entrance to the principal exhibition hall and in the centre of the area given over to publishers from Commonwealth countries. The Publishers' Association manned an official information stand, where they dealt with a steady stream of inquiries.

The consensus of opinion amongst the exhibitors was that the vast majority of trade visitors who attended the fair were seriously interested in doing business, and there appeared this year to be a higher proportion of these and correspondingly less members of the general public.

Amongst official visitors to British stands were Sir Roger Jackling, HM Ambassador to the Federal Republic, and Sir John Henniker, Director-General of the British Council. British exhibitors at this fair were greatly interested in selling translation and publishing rights and in negotiating with foreign concerns the co-production of expensive art books, encyclopaedia and atlases as well as in the direct export of their publications, and almost all expressed great satisfaction with the results on all fronts.

The overall impression was that despite a noticeable decrease in rights business with United States publishers this fair was the most successful to date. The British stands drew a large number of foreign publishers, booksellers and librarians from all countries of the world, attracted by the very wide selection of British books on display, which ranged from popular fiction to technical manuals and from school text books to biographies and coffee table books and catered for every taste.

It was noteworthy that even some of the newcomers amongst the British exhibitors were able to report extremely favourable results. This largest of all international book fairs can once again justly be described as having been a resounding success, and all concerned are now looking forward to the 23rd Fair, to be held from October 14-19, 1971.

Trade visitors to stands at this year's Frankfurt Book Fair were more in evidence than at previous shows.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30 Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

Government Publications

required by customers in the Midlands may be obtained quickly from

Her Majesty's Stationery Office, 285/259 Broad Street, Birmingham, 1

Princess Margaretha of Sweden presenting Mr. D. T. H. Robertson, sales manager of Deritend Precision Castings Ltd., with the diploma for the most outstanding display in the British section at the recent International Trade Fair, Brighton. Deritend are specialists in investment casting using ferrous and non-ferrous alloys needing little or no subsequent machining.

£250,000 in orders from 'Compex '70'

'COMPEX '70' the commercial Productivity Exhibition, was held in Dublin from September 15-19. Organized by ETA (Congresses and Expositions), the event was designed to give the Irish business community an opportunity of seeing the modern facilities now available for improving commercial efficiency and successfully brought under one roof the most comprehensive range of business equipment and materials ever seen in Ireland.

It was the first event of its kind and 58 exhibitors participated. Of these, 16 were British firms and their Irish subsidiaries and, in addition, a number of Irish distributors had British products on display. Nine British firms were brought together, in a joint venture organized by the Board of Trade and sponsored by the Business Equipment Trade Association, to exhibit on a stand designed by the Central Office of Information. The stand occupied a prominent position and attracted a steady stream of visitors throughout the exhibition.

'Compex '70' was officially opened by Mr. George Colley, Minister of Finance, who was also patron of the exhibition.

Five conferences were staged concurrently with the exhibition, two of them on the timely topic of decimalization – Ireland joins Britain in 'going decimal' on February 15, 1971 – and others on office landscaping, modern office techniques and computers.

The event attracted an attendance of over 12,000 and was generally reckoned a success with business done reportedly worth more than £250,000.

Four British firms exhibited products new to the market and were very well pleased with the degree of interest which these aroused, with the level of firm business done and serious were equally satisfied with the level of firm business done and inquiries received. Other British exhibitors were equally satisfied with the level of firm inquiries. One prominent firm described it as the most successful event at which they had exhibited in Ireland.

The British Ambassador, Mr. John Peck, paid an informal visit to the exhibition on Thursday, September 17. He was welcomed to the British stand by Mr. R. D'Urban of the Business Equipment Trade Association and subsequently talked to many of the exhibitors.

In 1969, Ireland's imports of office machinery alone were valued at more than £5.6 million. Given the enhanced interest in modern methods and equipment generated by the imminent change to decimal currency and the challenge of metrication, there should continue to be a ready market for British products in this sector and it is to be hoped that more British firms will take advantage of future events of this type. 'Compex '70' was a timely innovation and the organizers have already announced plans for a similar exhibition in 1972.

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

Peru

BRITAIN IS MAKING Peru a loan of £1 million for reconstruction in the northern area of that country devastated by an earthquake in May this year. It is a 25-years' interest-free loan, with a seven-year grace period on repayments, and will be used for the purchase of British goods and services. The Peruvian Government Commission for the reconstruction and rehabilitation of the affected zone has been charged with determining the projects to be carried out with these funds.

Inquiries relating to this notice should be addressed to the Board of Trade, Commercial Relations and Export Division, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2288), quoting reference number CRE 1025/70.

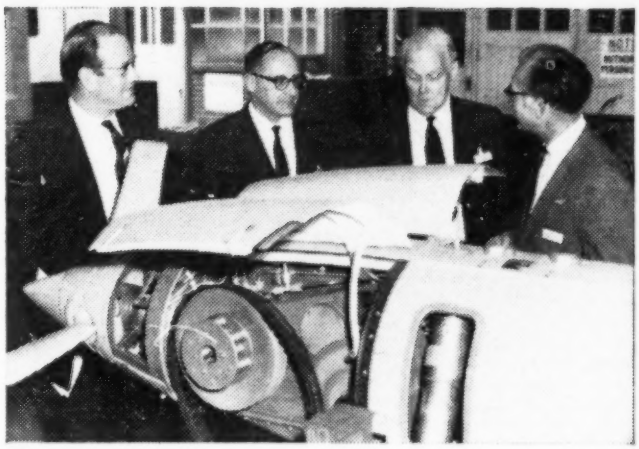
Danish Government loan to Bolivia

THE DANISH GOVERNMENT has granted Bolivia a loan of 15 million kroner (approximately £833,000) to finance the purchase of Danish capital equipment in particular metallurgical, dairy, cold storage and meat factory equipment. The loan is interest-free and is repayable over a 25-year period.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2289).

British loans to Pakistan: Tarbela Dam and power distribution schemes

INQUIRIES relating to the notice concerning British loans to Pakistan (*Board of Trade Journal*, October 7, page 791) should be addressed to the Commercial Relations and Export Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2278), quoting reference No. CRE 943/70, CRE 1534/69.



Agents from all over the world gathered at Flight Refuelling Ltd's., Wimborne headquarters recently for two days of talks, technical presentations, films and lectures, given by experts heading the different sections of the company's diverse research, test and production activities. Pictured left to right are: Mr. D. Burgess, representing Nisso Iwai Co. Japan, Mr. Bruce Waterhouse, Atalanta (Pty.) Ltd., South Africa, Mr. T. G. Mapplebeck, Mapplebeck and Co., Lebanon, discussing a Rushton Target Winch Pack with Mr. P. Bunn, F.R. chief projects engineer, target systems.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Honduras, Mauritius and Senegal and Mauritania, have been published in the 'Hints to business men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, EC4M 7HU Tel. 01-248 5757, Ext. 7146, or to any Regional Office of the Board of Trade.

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Registration of trademarks in Japan

'THE IMPORTANCE of registering trademarks cannot be over-stressed in Japan,' said Geoffrey Nichols, the chairman of BNEC's Japan Trade Advisory Group at a meeting held on October 6. Mr. Nichols went on to say, 'Although the Japanese are scrupulous in their business dealings and very anxious to avoid the criticisms which were formerly levelled against them, it is just plain common-sense to protect your interests in this complex market.

'British manufacturers are therefore strongly recommended to:

(a) Register their trademarks and trade names, through their Patent Agents in London, under the appropriate Japanese laws;

(b) Ensure that this is done in conjunction with a Japanese Patent Attorney since applications must be made in Japanese;

(c) Report any difficulties over industrial property which cannot be settled through the normal commercial channels to Commercial Relations and Exports Department of the Board of Trade, 1 Victoria Street, London, S.W.1, or, if in Japan, to the Commercial Department of the British Embassy as soon as possible.

'Businessmen who intend to enter the Japanese market should act along these lines in order to prevent their trademark being registered in Japan by another company. It is also important for them to register the trademark or trade name *themselves*, and not to allow their Japanese agent or potential agent, to register it for them. Registration by an agent or a potential agent may appear advantageous in the short term because it is probably more simple than direct registration. But once a trademark or trade name is registered in Japan, even though by an agent of a British company at his principal's instructions, he is under no obligation to give up his rights to that registration unless he chooses to of his own freewill. Needless to say, a British businessman who has registered his trademark or trade name in this manner and who wishes to change his agent, could find himself in the position of being unable to sell his product in Japan because such sales would involve the breach of another person's registration.'

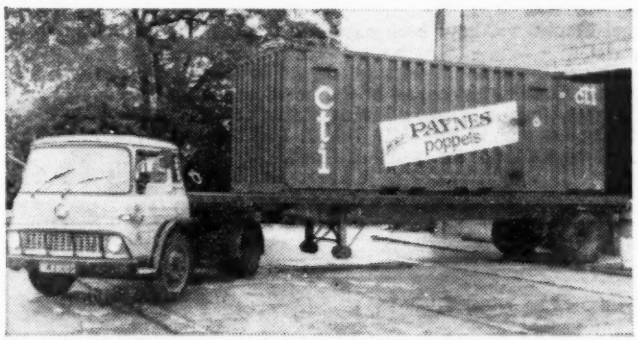
ECGD backing for overseas contracts

CONTAINERS FOR FEDERAL REPUBLIC OF GERMANY

THE EXPORT CREDITS Guarantee Department signed a Buyer Credit Guarantee on September 30 covering the financing of a contract for the supply of insulated containers for ships.

The contract, worth in excess of £1 million, is between Bonallack & Sons Ltd., of Basildon, and Howaldtswerk – Deutsch Werft Aktiengesellschaft of Kiel. The containers will be used in ships built by the borrower for trade between Australia, New Zealand and North America.

A loan for the major portion of the contract price is being made available by the National Westminster Bank Ltd., and will be repayable over a period of five years from date of delivery.



Payne's supply Bond Sales (Canada) with their largest mixed order. The picture shows a container-load of 7,000 outers of confectionery leaving George Payne & Co. Ltd., Croydon, Surrey, factory for delivery to Bond Sales of Winnipeg.

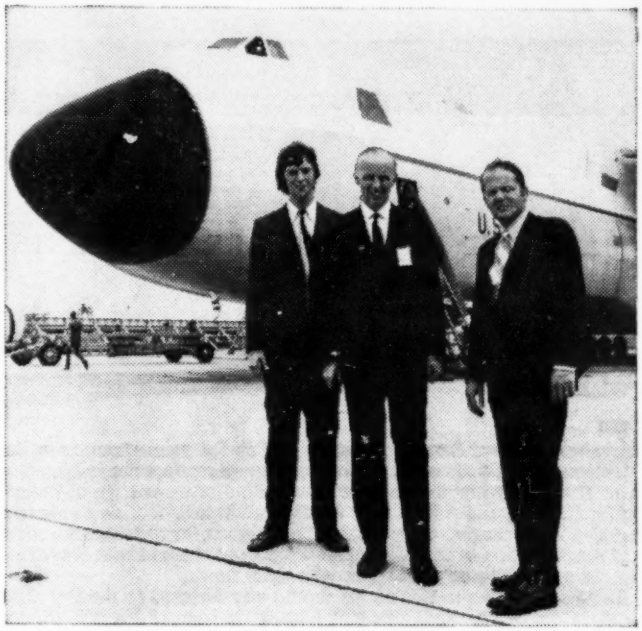
BULK CARRIER FOR NORWAY

The ECGD signed a Financial Guarantee on October 6 covering the financing of a contract for the building of a bulk carrier of 20,000 tons deadweight for Norway.

The contract, worth approximately £2 million, is between Lithgows (1969) Ltd., of Port Glasgow and A/S Kristian Jebsens Rederi of Bergen. The vessel, which will be built in Lithgow's East yard on the Lower Clyde, is scheduled for delivery in the summer of 1971.

A loan, of approximately £1.6 million, is being made available by Hambros Bank Ltd., acting of behalf of themselves and a syndicate of London clearing and Scottish banks comprising Bank of Scotland, Barclays Bank Ltd., National Westminster Bank Ltd., and The Royal Bank of Scotland Ltd.; and is repayable over a period of 10 years from the scheduled date of delivery of the vessel.

WORLD'S LARGEST AIRCRAFT



The Hon. Robert Curson (centre), the British Consul-General in Atlanta, Georgia, recently visited the Lockheed-Georgia factory at Marietta, to see the world's largest aircraft, the Lockheed C-5A Galaxy. The Consul-General saw the huge aircraft in production and discussed with Mr. R. A. Fuhrman, president of Lockheed-Georgia, current interest shown in the aircraft by nations other than the United States. The picture shows (left to right) Mr. Phillip Curson, son of the Consul-General; Hon. Robert Curson, Consul General, and Mr. D. P. James, one of several Lockheed-Georgia executives who has recently been briefing the RAF on the operational successes of the C-5A.

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 7 issue) or the Export Services Division, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757).*

OUTWARD MISSIONS

Selling mission to Japan

OVER 20 executives of firms in the Gauge and Tool Makers' Association, accompanied by the general manager, are taking part in a selling mission to Japan which the GTMA is organizing with the support of the British National Export Council, the Board of Trade, and Central Office of Information.

The mission leaves London on October 23 and, after a week in Tokyo and environs, will spend a week in Osaka. The return route will be via Hong Kong and Singapore, to arrive in London on November 12.

The leader of the mission will be Mr. A. N. Harley, a vice-president of the Association and a director of British Aero Components Ltd.

Visiting Mexico

ON October 3 a Leicester and County Chamber of Commerce and Industry trade mission left for Mexico. This is a textile machinery-based mission comprising representatives of five companies who are visiting Mexico as a follow-up to a very successful mission mounted last November.

The mission is being led by Wing-Cmdr. A. J. Laird Craig, managing director of Camber International Ltd., who also led last year's mission, and Mr. H. L. Milliard, chief executive of the Chamber is secretary of the mission.

Carpet designers in Paris

THE first study course for British carpet designers to be organized by the Council of Industrial Design and the Federation of British Carpet Manufacturers is being held in Paris from October 10 to 17, following the success of the four outward missions for senior design staff of the carpet industry held in previous years.

Aim of the course (arranged in co-operation with the commercial section of the British Embassy in Paris, the International Wool Secretariat and other organizations) is to give carpet designers an opportunity to become more directly aware of overseas markets and design trends and to stimulate new design thought. The course will include lectures, discussion sessions and visits to art galleries, museums, department stores and showrooms, and has been planned to enable the designers to inspect new architecture and modern interior design; to meet architects, designers, buyers and other trade representatives; and to see at first hand the standard of carpets and other decorative furnishings on sale in the Paris shops.

Twenty British designers are taking part in the course, accompanied by Mr. Clive Hall, Industrial Division, Council of Industrial Design.

Birmingham team in California

THE most ambitious trade promotion so far undertaken by the Board of Trade and the British National Export Council is the 'California Trade Drive', now well under way.

In support of this large-scale project a 20-man Birmingham Chamber of Commerce and Industry selling mission, led by Mr. Eric Turner (president of the Chamber and chairman of BSA Ltd.), left recently for two weeks in Los Angeles.

Before leaving Heathrow, Mr. Turner said: 'We leave for California at a time when Britain is looking towards an export-led recovery. Over the last two years our exports have risen by 40 per cent and this is reflected in increased percentages in all the important production areas.'

Member-firms participating in the mission represent a broad cross-section of Midlands industry. Products include specialized carburetters, agricultural machinery, pre-packaged hardware, church silver, ophthalmic lens machinery, weighing machines, wheelchairs and hand tools.

Linda Sheridan, this year's Miss London Stores, being presented with a Maori mascot by Vivienne James of the New Zealand High Commission, on her departure recently from Heathrow to Auckland where she made a series of personal appearances in the British Fortnight. She is wearing one of the outfits from her wardrobe supplied by the International Wool Secretariat, which represented the London styling which she introduced to New Zealand. Her visit, which had been organized by the Board of Trade, included official receptions and functions arranged by BOAC.

Visitors from the Port of Singapore Authority on a tour of major ports meet senior officers of the British Transport Docks Board in London before visiting Southampton to see the container terminal being extended for the Far East trade. Pictured, left to right, are: Mr. J. H. Collier-Wright, assistant managing director, BTDB; Mr. Loh Heng Kee, director-operations, PSA; Mr. Chung Kek Choo, assistant director, Management Services; Mr. Billie Cheng, port accountant; Mr. P. M. Stevens, assistant chief accountant, BTDB; Mr. P. B. Dineen, assistant technical officer, BTDB; and Mr. R. L. J. Perfitt, administrative officer, BTDB.

Scandinavian visit

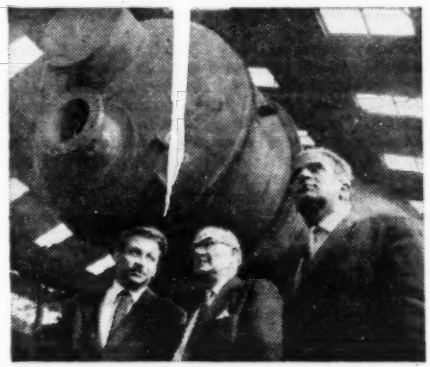
MR. NIGEL G. MALLETT, export manager, special projects, G Closures & Plastics Ltd., Staines, Middx., will be surveying market prospects in Sweden and Denmark from October 19. He will also meet prospective customers and explore prospects of local manufacture of his company's products under licence. Products include aluminium pilfer-proof caps for the wine and spirit trade, moulded screw caps, and miniature bottles in pvc for the spirit trade.

Mr. Mallett will also attend Scanpak 70, the International Packaging Exhibition, in Gothenburg.

Visiting Australia

MR. JACK BARDEN, R. Barden Ltd., London, left for Australia on Tuesday of last week. With the setting up of a hi-fi stereo sound centre in London, the company are exporting an increasing number of hi-fi units, colour TV sets and business dictating machines. Countries high on their sales list include Nigeria, Israel, Australia and India; dictating machines seem to be increasingly popular in Jamaica.

The company concentrate on the medium- to higher-priced equipment, concentrating their efforts on three or four main brands. To ensure safe arrival, the company have set up their own case-making and packaging departments.



Two senior Russian engineers are seen here with Mr. C. R. Birch (centre), general manager at the Dudley works of the Thompson Horseley division of the Clarke Chapman-John Thompson group. In the background is a large heat exchanger destined for a refinery in Canada. The Russians toured Thompson Horseley's factories, where a number of pressure vessels for low-temperature operation are to be made for installation at the Pravdinsk oil refinery in Russia.

Visiting Central and South Africa

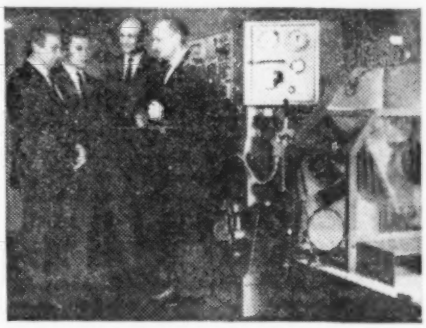
FOLLOWING up the Rand Easter Show in South Africa in 1969, Mr. Neil Robertson, director of Robertson Foods International, and Mr. Alastair Douglas, regional sales manager, left recently for a five-week tour of Central and South Africa.

The company achieved some success in the Easter Show and their visit is designed to increase sales already established in this area. They are hoping to develop existing markets, particularly Zambia, where they are strong in the copper belt.

As well as the traditional jams and marmalades from Robertsons, they will be selling a range of 'convenience foods', including Viota cake mixes and Robertson fruit fillings.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext.* 6147).



Members of the USSR trade delegation in the United Kingdom recently visited Barwell Engineering Ltd., Swavesey, Cambridge, to inspect the Barwell range of machines for the rubber industry and to discuss their application for the Russian market. Mr. N. A. Tretiakov and Mr. V. G. Bunin were pleasantly surprised on their arrival at being greeted in Russian by Barwell's resident linguist who, with Mr. E. G. Barwell, sales director, and Mr. W. J. D. Francis, sales planning manager, accompanied the visitors on a tour of the factory. In this picture members of the trade delegation discuss the company's Queen's Award-winning precision preformer. Left to right: Messrs. V. G. Bunin, N. A. Tretiakov, W. J. D. Francis and E. G. Barwell.

Visiting African countries

MR. M. J. MALCOLM, export executive, Electrothermal Engineering Ltd., London, leaves for Nigeria, Ghana, Sierra Leone and Liberia on October 25. He will be surveying market prospects, visiting existing and prospective customers, and finding representatives. His company's products include laboratory heating and control equipment.

Far East mission

A COCKTAIL PARTY was given recently by the Blue Funnel Line, a member of The Ocean Steam Ship Group, at Hotel Okura, Tokyo, in honour of the visiting trade mission organized by the Merseyside Chamber of Commerce, Liverpool, in conjunction with the British National Export Council.

The 21 representatives of the mission, led by Mr. M. J. Smith, managing director of Evans Medical Ltd., Liverpool, made a four-week tour of the Far East, including visits to Tokyo, Osaka, Hong Kong and Singapore. They aimed to expand exports in textiles, pharmaceuticals and metals during their current trip.

Blue Funnel Line have traded with the Far East for over a century.

Sales promotion in Australasia

MR. ROY L. DAVIS, marketing manager of Associated Container Transportation (Australia) Ltd., boarded a Qantas jet at London Airport recently to start a six-week tour of ACT terminals and depots in Australasia. He hoped to promote a major sales effort for the consortium's container services to and from Australia and New Zealand.

Mr. Davis – in shipping for 30 years and formerly assistant traffic manager of Ellerman Lines – is visiting Sydney, Brisbane, Melbourne, Adelaide, Fremantle and Wellington.

Four-week business trip

MR. R. S. SYKES, sales manager, Tifa division, Todd Combustion Ltd., Swanley, Kent, leaves on October 18 for a four-week business trip to Algeria, Tunisia, Libya, Egypt and the United Arab Republic.

The division manufactures the Tifa 'Powerfogger', a machine for dispersing insecticides used by international, national and municipal health authorities for large-scale insect control as part of their environmental health programmes. In particular, mosquitoes and common flies are the pests which get most attention as they are vectors of disease which can have an adverse effect on the labour wealth of a country.

Apart from Tunisia, which is unexplored territory, the Tifa is a well-established machine enjoying the confidence of the medical authorities of all the countries being visited. An order for 10 machines was received recently from the Ministry of Health, Libya, and negotiations for a further 10 will be made on Mr. Sykes' arrival in Tripoli. Also, 21 machines were purchased recently by the Egyptian medical authorities for their insect control programme.

The other countries are being visited to assist established agents in increasing sales and to give technical service to end-users.

The division is proud of its export record, this being about 98 per cent of its ever-increasing production.

INWARD MISSION

Autumn offensive

BNEC AFRICA, as part of its continuing programme to improve Britain's exports to Africa, is launching an autumn offensive on West African countries. Plans include a programme of sponsored inward missions aimed at showing West African officials and businessmen what Britain has got to offer and a major conference for British businessmen to be held on board the m.v. *Auriol* at Liverpool on December 9.

The conference, organized in conjunction with the Merseyside Chamber of Commerce, will be chaired by Mr. Edward Judd, chairman of BNEC Africa, and will include an audio-visual presentation on the priority markets in West Africa, a talk on marketing and discussions on banking, insurance, shipping agencies and aid.

A four-man inward mission from Ghana, representing commercial and supply organizations, arrives in Britain on October 18. The visitors will be Mr. E. T. Ababio, chief executive officer of the Ghana Supply Commission; Mr. S. A. Donker, deputy supervising manager, technical department, Ghana National Trading Corporation; Mr. F. Obeng Benne, managing director of Miawani Trading Co. and a past-president of the Ghana Chamber of Commerce; and Mr. E. Darko Owiredu, managing director of E. Darko Owiredu Co Ltd.

Interests covered by the mission include railway equipment, including signals engineering, construction equipment and water supply, pharmaceuticals, domestic and industrial electrical equipment, portable generators, office equipment, woodworking machinery, hardware, industrial and household chemicals, mining equipment and telephone cables.

Companies wishing to meet one or more of the mission members should contact BNEC Africa as soon as possible.

On November 17 a group from Nigeria, the Congo and the Ivory Coast will fly into London on BNEC Africa inward mission which will take in a visit to the Public Works and Services Exhibition at Olympia.

Exports to West Africa have shown a healthy increase this year. During the first seven months exports to Nigeria were £60.5 million, compared with £44.6 million last year. Ghana bought £25 million worth of United Kingdom goods during the same period—an increase of £5 million.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Brazilian breakthrough

Ransomes Sims & Jefferies Ltd., Ipswich, have made a major breakthrough into the Brazilian combine harvester market. Messrs. Ferimport of Porto Alegro, Brazil, have negotiated an initial order worth over £35,000 for eight Ransomes combines. The order is for two 14-ft. Cavaliers, four 12-ft. Cavaliers and two 12-ft. Crusaders.

Orders for locomotives

The Hunslet Engine Co. Ltd., Leeds, recently received a repeat order for 0-4-0 type locomotives from Bord na Mona, Eira.

Bord na Mona, a statutory organization for the Development of the Peat Resources of Ireland, constructs and maintains its own light railway systems comprising over 200 miles of rail.

This latest order brings the total of locomotives on the company's books to approximately 100, some 60 per cent being for export. Included in those for overseas is an order for 13 powerful lightweight locomotives for the Egyptian Delta Light Railway to be used in conjunction with a new cane sugar production complex.

Other overseas countries with locomotives on order are: Peru, India, Mexico, Canada, Turkey, Indonesia, Thailand, Spain, Zambia Ceylon, and the United Arab Republic.

United States order for colour scanners

The new Crosfield Magnascan enlarging/reducing colour scanner was a hit at the recent NAPL (National Association of Photo Lithographers) exhibition in New York. Crosfield's United States distributor, the Rutherford machinery division of Sun Chemical, reported $2 million worth of initial orders.

Over 100 Magnascans have now been ordered by United States and European printers.

Rutherford also secured $500,000 worth of Crosfield Diascan 3000 orders. The Diascan 3000 is claimed to be the best selling colour scanner in the United States.

Arc-furnace transformer for Yugoslavia

GEC Transformers Ltd., Wythenshawe, have obtained, against strong international competition, an order for a 50MVA 110kV arc-furnace transformer believed to be the highest voltage for this type of transformer in the world. The transformer will supply power to an electric-arc furnace being manufactured by Birlec Ltd., the main contractors, for installation at Skopje, Yugoslavia. A 4.54 MVA converter transformer is also being supplied. Delivery will take place towards the middle of 1971.

Orders for rail lubricators

Exors. of James Mills Ltd., Woodley, Stockport, manufacturers of 'Hurcol' lubricators for railway trucks and rolling stock wheel flanges, are currently making a special export drive with this successful equipment, already widely fitted throughout the British Rail network.

In recent months, the company – a member of GKN Rolled and Bright Steel Ltd. – have received a number of valuable new orders from abroad and there are good prospects for further overseas business in the future. For example, Mexican Railways are purchasing 75 lubricators and the New Zealand Railway system has placed an initial order for 250, with the prospect of a repeat order to follow.

The lobby of the Continental Hotel, Panama, showing on the floor a carpet in John Crossley & Sons Ltd. of Halifax's Florence Axminster quality and Banana Leaf design; 107 square yards of this carpet were supplied as a replacement by Interiores Albert Heres, Panama.

Crawley Refrigeration Ltd. – an Acrow (Engineers) Ltd. group company – have won a £24,000 order from the Kuwait Government for the supply of 200 Acro-Kool floor-standing water fountain coolers for use in schools throughout Kuwait. The coolers, each with a reserve water supply tank to ensure continuous supply, have been designed and built to meet exacting local conditions – water, before treatment, may reach a temperature of 110° F. The Ministry of Water and Electricity laid down stringent rules of construction, and the first machine off Crawley's production line was flown to Kuwait, where it satisfied all the Ministry regulations.

Machines for Italy and Yugoslavia

Rockwell Machine Tool Co. Ltd., a Tube Investment company, have received a £67,000 order for three Model 35 multi-slide machines from Fiat of Italy. The machines, manufactured by Coventry Gauge & Tool Co. Ltd. for Rockwell, will be used for high-volume production of parts from coiled strip for the various models of Fiat cars. Two of the machines will be installed at Turin and the third in Yugoslavia.

Giant loom for North American market

One of the range of specialized looms built by Wilson and Longbottom Ltd., Barnsley, Yorks., for the North American market was packed and shipped recently by Shaw (Export Packing) Ltd., Huddersfield. The loom, which has a width of some 440 inches, weighs over 100 tons and, with installation, is worth about £150,000. For the production of dryer felt fabrics for the paper-making industry, the loom – said to be one of the largest and most expensive built in the United Kingdom – was designed in the research department of Wilson and Longbottom Ltd, and the complete range, when built, will have earned something like £1 million in hard currency in the North American market.

Fisheries study for Brazil

A contract worth over £1 million was signed recently by Mr. David Johnson-Jones, chairman and managing director of the International Professional Consortia (IPC) Ltd. with the Superintendencia do Desenvolvimento do Nordeste, the regional development authority for north-east Brazil, to study the potential for establishing a modern commercial fisheries industry in the area. The three principal members of the consortium are IPC, The Economist Intelligence Unit and Administracao Industrial e Planejamento of Recife.

Mixing units for Poland

A trip to Poland followed by 48 hours of intense negotiation by Mr. N. E. Moul, sales manager of Lightnin Mixers Ltd., Poynton, Cheshire, led to the signing of a contract for eight viscous mixing units for the fibres industry to the value of £21,000.

Computer floors for Lisbon

Two steel computer floors, total value about £5,000, were despatched recently by J. A. Hewetson & Co. Ltd., Hull, for installation in two Lisbon banks. This is the first time Hewetsons have been successful in the Portuguese market. The order was won in the face of keen overseas competition, especially from European countries.

More furnaces for Czechoslovakia

Only a few weeks after shipping a £100,000 furnace plant to the ZKL tractor factory, Birlec has received another order for heat treatment plant from Czechoslovakia. This new plant, worth over £82,000, was ordered by Strojexport, the state purchasing organization, and is again part of the extensive expansion programme the Czechoslovakian motor industry is now undergoing. The new furnaces are to be installed at the Skoda motor car works at Mlada Boleslav.

£6,000 garden products ordered

As a result of participating in several exhibitions in recent weeks, Auriol (Guildford) Ltd. announce orders totalling just under £6,000 from buyers in Belgium, Italy, Austria, France and Malta, mainly for garden products in plastics-coated steel wire, including trellis, toolracks, fencing, etc.

£12,000 South African order

Hands-England Drilling Ltd., the rotary drilling-rig manufacturer of Letchworth, announce an order worth more than £12,000 for a Drillmaster 60/130 RH-T tractor-mounted hydraulic rotary drill, from the Diamond Drilling Co. of South Africa Ltd, on behalf of Boart Drilling & Contracting Ltd.

Orders for computer floors

Recent contracts for Cavity Flooring Co. Ltd., Luton, Beds., include an installation at Bor, Yugoslavia near the copper mines, for which supporting jacks received extra anti-vibration padding to offset the effect of blasting. The floor area covered was 2,500 sq. ft.

Contracts for 13,000 sq. ft. have been secured from Serbiof in Moscow, and for 5,000 sq. ft. in Budapest.

Other contracts this year have been from Eire, Holland, Czechoslovakia and Poland. In each case air conditioning was undertaken by Precision Air Control, Croydon, Surrey.

Cavco flooring systems are also being supplied for installation by purchasers—a recent example is an order for 1,500 sq. ft. from the Golden Eagle Refinery in Quebec, Canada.

£9.6 million Algerian contract

Constructors John Brown Ltd., have been awarded a £9.6 million contract for a gas separation plant at Arzew in Algeria by SONATRACH, the national Algerian oil undertaking. CJB will be responsible on a turnkey basis for the design, engineering, procurement, construction, commissioning and operating of the plant.

The total value of the whole scheme, including the gas separation plant, is approximately £40 million. This represents a further substantial investment by SONATRACH as part of its campaign to exploit Algeria's natural resources.

Construction of the new gas separation plant at Arzew will start shortly and will be completed in late 1972.

Participation in Chile steelworks extension

The constructional engineering division of the British Steel Corporation will play a major part in the £10 million extension of Chile's Huachipata basic oxygen steel-making plant at San Vicente, near Concepcion, owned by the Compania de Acero del Pacifico SA. The new extension will enable the company to double its annual output to 2 million tonnes.

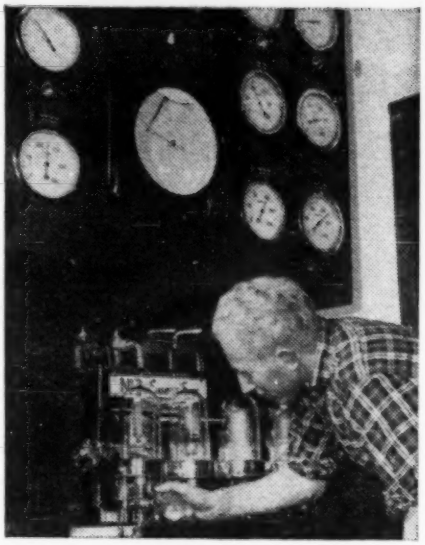
Steelwork will be fabricated at Middlesbrough at the Dorman Tees-side branch of the division.

Main contractors for the extension are Adamson Alliance (Horsehay) Ltd., who have a £5 million contract for the supply of equipment from the United Kingdom.

Electroplating machines for Italy

Fiat SpA recently placed orders with Efco Ltd., Sheerwater, Woking, Surrey, for a further series of automatic electroplating plants for their Turin factory.

These orders bring the total number of electroplating plants supplied to Fiat and their associate companies to over 60. The first machine was installed in Italy in 1950.



Exports of Scotch Whisky over the past 20 years have grown at an average of 8 per cent per year and Scotch is now shipped to 180 countries. Master Blenders Ltd., of London and Glasgow, are aiming to increase Scotch Whisky exports even further, producing a 'Blender Pack' containing five bottles of malt and grain whiskies plus a blending beaker in a half gallon kit specially for the export market. The grain whisky in this pack is produced by The Invergordon Distillers Ltd., whose stillman is seen watching carefully as new spirit flows through No. 2 sample safe at the Invergordon Distillery, Ross-shire.

Flight documentation for Aeroflot

Aeroflot, the state airline of the USSR, has placed an order with the Aerad printing and flight data division of International Aeradio Ltd., Southall, Middx., for the supply of flight documentation for use on the London-New York sector of its twice weekly Moscow-New York service with Ilyushin 62 aircraft.

The documentation – instrument approach and landing charts, radio navigation charts and supplements containing the latest information in tabulated form on airports, radio communications and navigational aids – is delivered to London (Heathrow) Airport by radio-controlled vehicles and stowed by company staff on the flight deck of the aircraft before departure for New York. On returning from the United States, the documentation is collected from the aircraft and amended where necessary before delivery to the next aircraft on the route.

Record business at vehicle show

Fodens Ltd., Sandbach, Cheshire, announce record orders at the 1970 Commercial Motor Show. Total value of orders taken was £4.75 million, representing a 20 per cent increase on the 1968 show, £1.5 million being export orders.

The largest single export order at the show was for a department of the South African Government, for 26 heavy-duty dump trucks worth £250,000; these vehicles will join an existing fleet of over 200 Foden dumpers already operated by this Government.

Turkey receives polythene plant

A polythene plant for the production of 12,000 long tons a year of polythene granules has been handed over by Sim-Chem Ltd. to Petkim Petrokimya AS, Yarimca, Turkey. Signed in August 1965, the contract was valued at approximately £1.7 million. Process know-how was provided by ICI's plastics division under a separate licensing agreement between ICI and Petkim.

Petkim have since ordered from Sim-Chem an extension which will more than double the present plant output.

£300,000 contract from the United States

A further contract, this time worth nearly £300,000, has been placed by the Bell Telephone System in the United States for microwave link analysers designed and manufactured at the Hewlett-Packard Ltd. plant at South Queensferry, Scotland.

An earlier Bell Telephone System order, to the value of £200,000, is in the course of completion, well ahead of scheduled delivery dates.

This latest contract means that since being launched less than three years ago, the microwave link analyser – winner of The Queen's Award to Industry for technological innovation – has earned world-wide orders totalling more than £2¼ million, 80 per cent of sales coming from overseas.

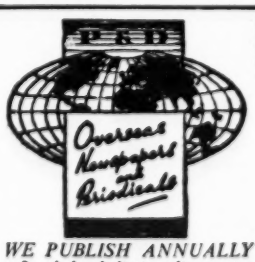
£460,000 Burmese orders since 1968

A consignment of 250 Ransomes three-furrow tractor disc ploughs and spares were shipped to Burma recently. Worth more than £45,000, the implements were ordered by the Burmese Government for their farming mechanization plans.

Since 1968 Ransomes have exported over 2,500 ploughs and spares to Burma, bringing the total trade to more than £460,000. This accounts for nearly 10 per cent of Britain's yearly exports to Burma.

Furnaces for Japan

Orders totalling £100,000 have been won by Cooperheat, Southport, Lancs., for the installation of post-weld heat treatment furnaces in Japan, Finland and Sweden.



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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations, which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations, may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

CEREALS

Regulation (CEE) No. 1938/70 modifies **Regulation (CEE) No. 132/67** fixing the general rules for intervention in the cereals sector (*Journal Officiel* No. L215, dated September 30, 1970.)

LIVE PLANTS AND PRODUCTS OF THE FLOWER GROWING INDUSTRY

Regulation (CEE) No. 1946/70 modifies the period of validity of **Regulation (CEE) No. 1767/68** relating to the minimum price system for exports to third countries of flowering bulbs, corms, tubers and tuberous roots. (*Journal Officiel* No. L215, dated September 30, 1970.)

SUGAR

Regulation (CEE) No. 1947/70 fixes the production refunds for white sugar used in the chemical industry. (*Journal Officiel* No. L215, dated September 30, 1970.)

Regulation (CEE) No. 1971/70 annuls **Regulation (CEE) No. 840/68** fixing the denaturation premiums for sugar for animal foodstuffs. (*Journal Officiel* No. L216, dated October 1, 1970.)

FRUIT AND VEGETABLES—CORRECTION

The *Board of Trade Journal* dated August 19, 1970 (Page 419) contained announcements about **Regulations (CEE) Nos. 1559/70, 1560/70, 1561/70** and **1562/70** concerning the allocation of certain fruits and vegetables for various processes.

The *Journal Officiel de Communautés Européennes* No. L213, dated September 26, 1970, contains corrections to these Regulations.

Imports from non-member countries

THE *Board of Trade Journal* dated August 5, 1970 (Pages 297/8) contained details of goods which under Article 115 of the Treaty of Rome will not benefit from Community treatment when imported by a Member State even though they may be accompanied by a circulation certificate.

Details of alterations to this list of products were published in the *Board of Trade Journal* dated August 12, 1970 (Page 358), August 19, 1970 (Page 419), September 2, 1970 (Page 508), September 9, 1970 (Page 557), September 23, 1970 (Page 686) and September 30, 1970 (Page 740).

The *Journal Officiel des Communautés Européennes* No. L213, dated September 26, 1970, contains the text of **Decision No. 70/446/CEE** authorizing Germany to exclude from Community treatment prepared and preserved mushrooms (Common Customs Tariff No. ex 20.02) originating in China and freely circulating in the Benelux countries.

The French text of this Decision may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

Common customs tariff

THE *Journal Officiel des Communautés Européennes* No. L214, dated September 29, 1970, contains the text of **Decision No. 70/447/CEE** authorizing Germany to postpone the application of the Common Customs Tariff to certain Algerian wines (Common Customs Tariff No. ex 22.05 B).

The *Journal Officiel des Communautés Européennes* No. L216, dated October 1, 1970, contains the text of **Regulation (CEE) No. 1949/70** suspending the Common Customs Tariff applicable to grapefruits and pomelos (Common Customs Tariff No. 08.02 D) at a rate of 7.2 per cent for the period October 1, 1970 to December 31, 1970.

The *Journal Officiel des Communautés Européennes* No. L216, dated October 1, 1970, contains the text of **Regulation (CEE) No. 1970/70** relating to the exchange rate to be applied to the Canadian dollar in determining the customs value of goods.

The French texts of the Decision and the Regulations may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

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IRISH REPUBLIC

Spirits: increased rates and deferred payment of excise duty

SECTION 28 of the Irish Republic Finance Act 1970 provides:

(a) That the following rates of excise duty took effect on October 1, 1970:

Description	Rate of duty
If warehoused for 3 years or upwards, the proof gallon	£14 0s. 5d.
If not warehoused or warehoused for less than 3 years, the proof gallon	£14 2s. 11d.

(b) that where spirits chargeable with excise duty are delivered from a bonded warehouse on or after October 1, 1970, the Revenue Commissioners may, subject to compliance with such conditions for securing payment of the duty as they think fit to impose, permit payment of the excise duty charged on spirits to be deferred to a date not later than:

(i) in the case of spirits so delivered in February in any year, March 25 in the same year, or

(ii) in any other case (month of March excepted), the last day of the month succeeding the month in which the spirits are so delivered.

Where spirits chargeable with excise duty are delivered from a bonded warehouse in the month of March in any year, no deferment of payment of duty is allowed in respect of the spirits.

(c) that a rebate of 8d. per proof gallon is payable in respect of spirits chargeable with excise duty delivered from a bonded warehouse on or after October 1, 1970, in relation to which there is no deferment of payment of duty.

Those who wish to avail themselves of the provisions for deferred payment of duty on spirits chargeable with excise duty will be required to enter into a bond, with approved sureties of an approved guarantee society in a penalty to be fixed by the Commissioners. Generally, the penalty of the bond will be sufficient to provide security for the duty on all deliveries made by a transfer in any period of two months. Applications for bonds should be made to the appropriate collector of Customs and Excise.

Any excise duty in excess of the rate of 14s. 9d.the proof gallon will be repaid if it is proved to the satisfaction of the Commissioners that the spirits have been used for scientific purposes, or used solely in the manufacture or preparation of articles recognized by them as being used for medical purposes. Excise duties are chargeable only on locally produced goods (the import duty on foreign spirits contains an excise element).

Further information can be obtained from the Secretary, Revenue Commissioners, Dublin Castle, from the Collector, Customs and Excise, from any Customs House, or from any officer of Customs and Excise.

Inquiries from British exporters should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4N 7MU (Tel. 01-248 5757, Ext. 466, 467).

FRANCE

Consolidated summary of import restrictions

THE FRENCH *Journal Officiel* of September 6 published a summary of goods still subject to quantitative restrictions when imported into France from all sources. A condensed version of the summary has been prepared, listing only the goods restricted in France when imported from the group of countries which includes Great Britain and her Dependencies (i.e. the group classified by the French authorities as Group I and made up, in the main, of the former OEEC countries, United States and Canada).

This condensed list also shows the position relative to imports of these items from all other sources (i.e. the country groups classified as groups II, III and IV). The list published in the *Board of Trade Journal* of May 6, 1966 (pages 1028 to 1030) and subsequent amendments is now obsolete.

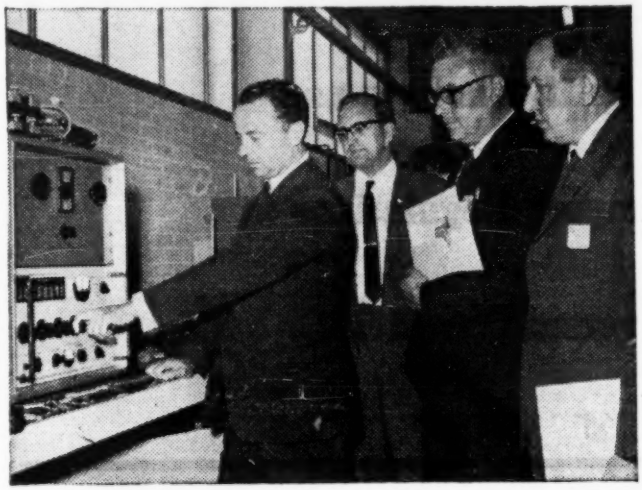
Information concerning particular items listed in the new summary may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288) where the full French text and the condensed English version can be seen.

Import regulations for certain foodstuffs

THE FRENCH *Journal Officiel* of October 1, published a notice setting out the variable levies and maximum rates which apply from October 1, 1970, to certain foodstuffs of the following tariff headings: 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 29.04, 35.05 and 38.12 (for the sake of brevity the condensed descriptions are omitted but can be seen in the *Board of Trade Journal* of July 1, 1970, Page 27).

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

VISITORS FROM CZECHOSLOVAKIA



Ingenieur Alan Bura of Orgrez Engineering Company and Mr. Jencik, lecturer in Measurement and Control at the Prague Technical University, on a visit to Rosemount Engineering Co. Ltd. With Mr. J. S. Johnston, technical director of Rosemount, they attended a three-day symposium on Temperature Measurement at Warwick University. The picture shows Technical Director Mr. J. S. Johnston demonstrating a Rosemount VLF 51A precision resistance comparison bridge, with, behind him (left to right), Mr. H. Fullagar, Director, Ing. A. Bura and Mr. Jencik.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). *The department has 20 local offices in various parts of the United Kingdom. A list is given on page xix of this issue of the* Board of Trade Journal.

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GOLD AWARD FOR EXPORTS

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Duty-free import quotas: newsprint and chemical pulp

IN THE Spanish *State Gazette* of September 29, the Spanish authorities announced a duty-free quota valid until December 31, 1970, on the following:

Tariff Heading	Description	Quota in tons
48.01 D 3 c 1	Newsprint for daily newspapers	35,000
47.01 B 1 b } 47.01 B 2 a }	Chemical pulp for newsprint for daily newspapers	17,000

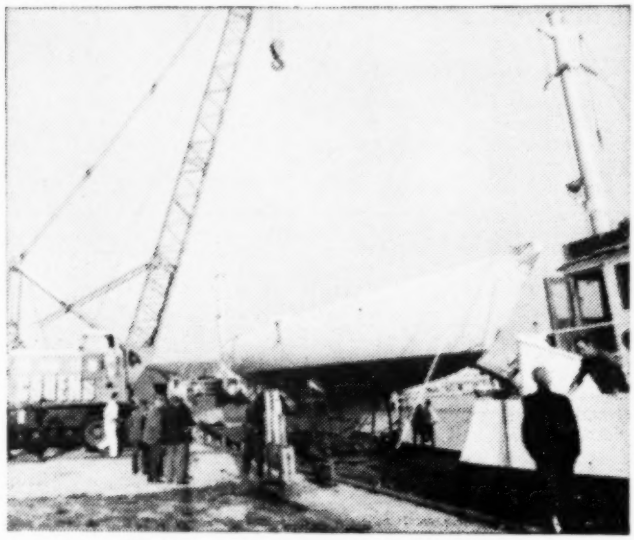
Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

Customs tariff: duty reductions

IN THE *State Gazette* of September 29, the Spanish authorities announced the following duty reductions valid until December 31, 1970, on certain sub-headings of their Customs tariff:

Tariff Heading	Description	Transitory Duty	
		Existing Rate	Percentage Reduction
01.02 A	Live animals of the bovine species: Selected stock for breeding purposes	2%	*100*
B 2 a	Female, less than 3 years old	2%	*100*
B 2 b	Male, not more than one year old weighing not more than 200 kg.	4%	*100*
B 2 c	Other	10·5%	*100*
03.01 A	Fish, fresh (live or dead) chilled or frozen: Tunny and other tunas, frozen	6%	*100*
A	Cod	10%	*100*
07.05 B 1	Chick-peas	11·5%	*100*
07.05 B 2	Beans	9%	*100*
07.05 B 3	Lentils	7%	*100*
07.06 A	Yucca and manioc	12%	*100*
09.01 A	Coffee, not roasted	22·5%	*100*
12.01 B 3	Soya beans	2·5%	*100*
12.03 B 2	Sainfroin, lucerne, bent-grass, canary-grass, orchard-grass and fescue seeds	3·5%	*100*
12.03 B 3	Aubergine, onion, bean, melon and water melon seeds	3·5%	*100*
12.03 B 4	Clover, vetch, cabbage, tomato, cauliflower and capsicum seeds	16%	*100*
12.03 B 5	Sugar-beet seeds	16%	*100*
18.01 A	Cocoa beans, raw	26·5%	*100*
23.01 A	Flours and meals, of meat and offals, greaves	2%	*100*
23.01 B	Flours and meals of fish	2%	*100*
23.04 B	Oil-cake, etc., other	2%	*100*
25.03 C	Sulphur of all kinds, other than sublimed sulphur, precipitated sulphur and colloidal sulphur: other	4%	*100*
Ex 27.04	Coke and semi-coke for steel manufactures only	12%	*100*
Ex 23.30 A 2	Calcium chloride only	19%	*80*
29.02 A 9	Vinyl chloride	26%	*40*
29.04 B 3	Other polyhydric alcohols and halogenated sulphonated, nitrated, nitrosated and mixed derivatives of such alcohols	13%	*60*
29.06 A 1	Phenol and its salts	16%	*100*
29.14 D	Acrylic and metacrylic acids, their salts and esters	25%	*60*
29.23 D 1	Glutamic acid and its salts	32·5%	*100*
29.30 A	Isocyanates	4·5%	*100*
Ex 38.11 B 2	Weedkillers, only, excepting chlorate and 2-4 dichlorlphenoxy acetic acid derivatives	6%	*100*
38.14	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils	16%	*50*
44.03 E	Wood in the rough, other	10·5%	*2 ad valorem*
44.04 B	Wood roughly squared or half-squared, etc., other	10·5%	*2 ad valorem*
Ex 73.02 C	Ferrochromium only, containing less than 0·1% of carbon	12·5%	*100*
73.02 F	Other ferro-alloys	2%	*100*
Ex 73.15 B 2 e	Hoop and strip, of stainless steel only	15%	*40*
Ex 73.15 B 2 f 3	Other sheets and plates, of stainless steel only	20%	*35*
75.05	Electro plating anodes, of nickel, wrought or unwrought, including those produced by electrolysis	4·5%	*100*
Ex 78.01	Unwrought lead: excepting waste and scrap	3%	*100*
Chapter 84	Parts and spare parts for the manufacture of self-propelled harvesters and tractors only	(Various)	*50*
Ex 84.25 B	Threshers, only those forming part of self-propelled harvesters	10·5%	*100*
84.25 C 1 a	Combine harvester threshers: for cereals and seeds, self-propelled	20%	*70*
Chapter 78	Parts and spare parts for the manufacture of self-propelled harvesters and tractors only	(Various)	*50*
87.01 B 1	Tractors (other than those falling within heading No. 87.07) track-laying with a cylinder capacity of 6,000 cc or less	23%	*100*

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).



An Ocean 71 – the world's largest glassfibre sailing yacht – on board the British cargo vessel 'Hoofinch' when she arrived with her cargo at the new waterfront premises of Southern Ocean Shipyard Ltd. in Poole Harbour, Dorset. This is one of four Ocean 71's ordered for export. The one seen here, ordered by a Bermudian company, will be fitted out and rigged at SOS's yard for launching next June. The other Ocean 71's have been ordered by a Canadian businessman, a Norwegian shipping company and a young Dutchman for entry in the 1972 single-handed Trans-Atlantic Race.

PORTUGAL

Extension of period for export of articles covered by previous orders on drawback

PORTUGUESE *Diario do Governo*, First Series, No. 204 of September 3, 1970, published Order No. 440/70, which authorized the extension, to two years, counted from the date of import, of the period for export of articles produced from imported iron or steel hoop or strip, whether imported under Order 20896 of November 1964, or Order 193/70 of April 1970.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

ISRAEL

Import deposits amendment

AS FROM August 17, 1970, the deposit equal to 50 per cent of the value of imported goods before tax, paid by Israeli importers, will now apply to all non-Government imports which carry a customs duty of at least 50 per cent, instead of at least 30 per cent as before.

Tariff amendment

AN AMENDMENT has been made to the Israeli Customs Tariff which affects Tariff item No. 89.01.

Inquiries from British exporters about these notices should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, ***Ext.*** 3038) *who compile the half-yearly index to the* Journal.

ALGERIA

Import restrictions

THE ALGERIAN *Journal Officiel* of September 11, 1970, announced that the following tariff headings were to be added to the list of goods subject to import licensing restrictions (Decree No. 63-188 of May 16, 1963):

01.01, 01.03, 01.05, 01.06, Ex 02.01, 02.03, 02.04, 02.05, 03.01, Ex 03.02, 03.03, Ex 04.01, 04.04, 04.06, 05.01, 05.02, 05.07, 05.10, 05.12, Ex 07.01, 07.02, Ex 07.03, 07.04, 07.06, Ex 08.01, 08.05, 08.06, 08.07, 08.09, 08.10, Ex 08.12, Ex 09.05, Ex 09.08, Ex 09.10, 11.03, 11.04, 11.05, 11.06, Ex 12.08, 12.09, 16.01, 16.02, Ex 16.03, 16.04, 19.04, 19.05, 19.07, 19.08, 20.03, 20.05, 20.06, 20.07, 21.01, 21.02, Ex 21.03, 21.04, 21.05, Ex 21.06, 21.07, 22.01, 34.01, 34.06, Ex 36.05, Ex 37.04, Ex 37.05, Ex 37.06, Ex 37.07, Ex 39.07, Ex 42.03, 42.05, Ex 42.06, 43.01, 43.02, 43.03, 43.04, Ex 44.15, Ex 44.19, 44.27, Ex 44.28, 46.02, Ex 49.08, Ex 49.10, 50.09, 50.10, 51.80, 58.03, 58.07, 58.08, 58.09, Ex 59.02, 59.03, Ex 60.06, 61.03, 61.04, 64.02, 64.03, 64.04, Ex 65.01, Ex 65.02, 65.03, 65.07, 66.01, Ex 66.03, 67.01, 67.04, Ex 68.02, Ex 69.07, 70.14, 70.19, 71.01, Ex 71.02, Ex 71.03, 71.05, 71.06, 71.08, 71.09, 71.10, 71.11 71.13, 71.14, 71.15, 72.01, Ex 73.40, Ex 74.19, Ex 76.16, 82.09, 83.06, 83.12, Ex 84.40, Ex 85.15, 89.01, Ex 90.03, 90.05, Ex 90.19, 91.02, Ex 91.04, 91.05, 91.06, Ex 91.11, 95.01, 95.02, 95.03, 95.04, 95.05, 95.06, Ex 97.04, Ex 98.03, Ex 98.04, 98.14, Chap 99.

Details in French of this notice are available for British Exporters from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London EC4M 7HU (Tel. 01-248 5757, Ext. 475 and 420), to whom all inquiries should be addressed.

Suspension of custom duties and taxes on sports goods

THE ALGERIAN *Journal Officiel* of July 28, 1970, announced that the following sports goods would be exempt from customs duty and production tax for the period August 1, 1970 to December 31, 1973, provided that they were intended for the Algerian Ministry for Youth and Sports.

Tariff No.	Description
Ex 60.03	Stockings, under-stockings and socks for sports use
x 60.05 A II b	Knitted outer garments for sports use
x 61.01 B	Woven outer garments for sports use
x 64.02	Sports footwear
x 64.06 A and B	Shin-guards for all sports in natural or substitute leather or rubber
97.04 B II b	Table tennis equipment
97.06 E	Appliances or apparatus for gymnastics or athletics
97.06 G	Balls including footballs
97.06 H	Nets

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 475 or 420).

MOROCCO

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of September 9, 1970, published the following details of modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates came into as from August 31.

Tariff No.	Description	Tariff	
		General	Working
39.02	Polymerization and copolymerization products:		
D	Monofil of which any cross-sectional dimension exceeds one millimetre of tubes, rods, sticks and profile shapes:		
1	Polyethylene and polyvinyl chloride tubes and pipes:		
a	Polyethylene tubes for ball point pens with the following dimensions: Length in millimetres between 90 and 130 inclusive External diameter, millmetres 3 Internal diameter, millimetres 2 Thickness, millimetre 0·5	15	5
b	Others	80	50
1	Others	80	50
73.18	Tubes, pipes and blanks thereof of iron and steel excluding high pressure hydro-electric conduits:		
A	Crude:		
1	Tubes not more than 2 mm. thick and a diameter of between 10 mm. and 60 mm. inclusive	30	20
2	Strips of a standard thickness of more than 2 mm.	25	Ex
3	Others	25	15
B	Others:		
1	Tubes not more than 2 mm. thick and a diameter of between 10 mm. and 60 mm. inclusive	40	30
2	Others	25	15

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 475 or 420).

TUNISIA

Import monopoly: wine products

THE TUNISIAN *Journal Officiel* of August 14, 1970, announced that the Office du Vin in Tunis has been granted the monopoly of importation and exportation of wine products.

Inquiries about this notice should be addressed to Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 475 or 420).

CONGO

Cholera regulations

IT HAS BEEN reported that visitors arriving in Congo (Brazzaville) must have international certificates of anti-cholera vaccination.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2334).

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REPUBLIC OF SOUTH AFRICA

Containerization plans

THE RECENTLY published report of a working group on cargo handling and packing methods recommends that containerization should be introduced into South African trade at the earliest possible date. The working group takes the view that there is little to be said for the introduction of palletization as a forerunner to containerization. If the latter is the better system, the report says, there is no sense in opting for palletization simply because it means a smaller capital investment.

The report mentions the existing plans for container berths in Durban and Cape Town and recommends that the Railways and Harbours Administration should consider whether these are sufficient in number and in length, and whether the equipment to be provided for them will be adequate. It also recommends that berthing priority at South African ports should be given to liner services employing all-container, roll-on roll-off or LASH vessels.

A copy of this report may be inspected in the Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 368).

SOMALI REPUBLIC

Customs tariff changes

LAW NO. 51 of 1970, amends, with effect from September 1, the Somali Republic Customs Tariff. The items affected and the new rates of duty are as follows:

Customs Tariff		Description of goods	Import Duty	
Item	Sub-item		Fiscal %	Customs %
		Kat:		
12.07	—	Plants and parts of trees, etc.:		
	01	Kat (caltha edulis) (in bundles weighing not more than 16 ounces) 1 bunch	So. Sh. 4 bunch	Free
		Alcoholic products:		
22.03	00	Beer	150%	20%
22.05	—	Wine of fresh grapes, etc.:		
	01	In bottles and other containers of a capacity of at least 3 litres	150%	20%
	11	In other forms	150%	20%
22.05	—	Dessert wines, etc.:		
	21	In bottles and other containers of a capacity of at least 3 litres	200%	20%
	22	In other forms	200%	20%
22.05	—	Sparkling wines:		
	31	Champagne	200%	20%
	32	Other	200%	20%
22.06	—	Vermouths and other wines of fresh grapes, etc.:		
		In bottles	200%	20%
	11	In other forms	200%	20%
22.07	—	Other fermented beverages:		
	01	Cider, perry and mead	120%	20%
	09	Other fermented beverages	120%	20%
22.08	—	Ethyl alcohol, etc.:		
	01	Ethyl alcohol or neutral spirits, undenatured, of a strength of 80° or higher	300%	30%
	02	Denatured spirits (including ethyl alcohol and neutral spirits) of any strength	300%	30%
22.09	—	Spirits (other than those of heading 22.08), liqueurs and other spirituous beverages, etc.:		
	01	Ethyl alcohol or neutral spirits, undernatured of a strength of less than 80°	300%	30%
		Spirits:		
	11	Natural spirits, obtained by distilling wine or grapes marc (cognac, grappa, etc.)	300%	30%
	12	Spirits obtained by distilling fermented sugar cane molasses or sugar cane juice (rum or tafia)	300%	30%
	13	Whisky	300%	30%
	14	Other spirits obtained from cereals or patatoes (vodka)	300%	30%
	19	Other spirits (from cider, plums, cherries, etc.)	300%	30%
22.09	—	Liqueurs and compound alcoholic preparations, etc., of a strength of 21° or higher:		
	21	Gin	300%	30%
	22	Liqueurs obtained from anise	300%	30%
	29	Other	300%	30%
22.09	31	Other alcoholic beverages of a strength of less than 21°	200%	20%

Articles 27-28 of Customs Tariff

Manufacturing tax on alcohol and sweetened and or flavoured spirits manufactured in Somali and the corresponding border tax on alcohol provided on article 27 and 28 of Customs Tariff shall be of So. Sh. 1000 (thousand) for 100 litres of anhydrous alcohol.

Any inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

SIERRA LEONE

Cholera vaccination

TELEGRAPHIC information has been received from the British High Commission in Freetown, Sierra Leone, that the Sierra Leone Ministry of Health has announced that cases of suspected cholera have been reported in Northern Sierra Leone. Would-be visitors to Sierra Leone are therefore advised to be vaccinated against cholera before travelling.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3064), quoting reference CRE 28509/G.

LIBYA

Alcoholic beverages

IT HAS been brought to the attention of the Board of Trade that a number of British exporters of alcoholic beverages have recently been expressing interest in exporting to Libya.

In this connection, the Board wishes to draw attention to the fact that the sale of alcoholic liquor is prohibited throughout the country.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

Arbitration on public administration contracts

LIBYAN Law No. 76 of 1970 renders void all conditions in contracts concluded with ministries, government departments and public organizations which stipulate that disputes arising from a contract shall be settled by arbitration outside Libya or by a judicial body other than a Libyan court.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

KENYA

Import licensing regulations

LEGAL NOTICE No. 186 published in the Kenya *Official Gazette Supplement* of September 25, announces, with effect from September 11, the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 4) Order, 1970, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1968 (published in the *Board of Trade Journal* of December 13, 1968, pages 1662–1664) to the following extent:

First Schedule

Code	Items
	(a) By deleting therefrom the following items:
581 2 0 0	Products of polymerization and copolymerization – (e.g., polyethylene, polysterene, polyvinyl, etc., derivatives, coumaroneindene resins)
694 2 0 1	Bolts, nuts and washers
694 2 0 9	Rivets
698 1 1 0	Padlocks only
	(b) By inserting therein in their correct numerical order the following new items:
581 2 0 0	Products of polymerization and copolymerization (e.g., polyethylene, polysterene, polyvinyl, etc., derivatives, coumaroneindene resins) in liquid or pasty form (including emulsions, dispersions and solutions)
581 3 0 0	Regenerated cellulose, chemical derivatives of cellulose and vulcanized fibre, e.g., cellulose film whether or not laminated or printed
694 2 0 1	Bolts, nuts and washers (other than those covered by a manufacturers' part number)
694 2 0 9	Other screws, rivets and similar articles (other than those covered by a manufacturers' part number)
695 2 3 0	Screwdrivers
698 1 1 0	Padlocks, locks (including bicycle and furniture locks) and keys therefor of base metal
729 2 0 1	Filament lamps with a bulb diameter of 60 mm, 70 mm or 80 mm designed to operate on voltage of 100 to 250 volts, of 200 watts or less, having a clear, inside frosted or inside white finish only

Note: All goods listed in the First Schedule to the Imports, Exports and Essential Supplies Order, 1968, are prohibited from being imported into Kenya without a specific import licence.

Any inquiries relating to this notice should be addressed to the Board of Trade, Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 472/2/3).

SUDAN

State corporation for the cinema

THE SUDANESE Government has established a state organization for the cinema to control the importation and distribution of films in the Sudan.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 475/420).

Cholera regulations

THE SUDANESE authorities have stated that all travellers entering or leaving the Sudan must be in possession of a valid international certificate of innoculation against cholera.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

Nationalization of the press

ALL SUDANESE newspapers have been nationalized and only two publishing houses, Al Ayam House and El Ray El Amm House, have been permitted to continue publishing.

A Sudanese Press Corporation has been established to oversee the industry.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

GHANA

Temporary surcharge on imported goods

THE Temporary Surcharge on Imported Goods Act, 1970 which was deemed to have come into force on August 25, 1970 sets out the various surcharges to be temporarily imposed on goods imported into Ghana, following the revision of Ghana's import licensing system.

Full details of the Act are held by the Tariff Section of the Export Data Branch of the Board of Trade and inquiries about this notice should be addressed to that Section at Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

Notice to importers, import licensing

THE FOLLOWING NOTICE appeared in the Ghana *Commercial and Industrial Bulletin* No. 68 of 1970 on September 12.

Notice to Importers No. 346 – Import Licences

The Controller of Imports and Exports makes the following announcement with regard to Import Licences for importation of goods from all sources except South Africa, South West Africa and Portuguese Monetary Area.

A – Open General Licences

With effect from August 25, 1970, the following are the Open General Licences authorized:

(1) *Open General Licence No.* 1. – This authorizes the importation of the following items:

(*a*) bona fide trade samples, provided that the quantities are not excessive in relation to the nature of the goods concerned;

(*b*) personal or household effects of crews or passengers arriving in Ghana;

(*c*) gifts addressed to individuals, provided that they are unsolicited gifts and not imported as a merchandise or for sale or that the weight or value does not exceed 22 lb. gross or NC 72.00 respectively.

(2) *Open General Licence No.* 2. – This authorizes the importation of the following:

(*a*) single copies of books, newspapers, magazines and periodicals;

(*b*) live animals for domestic pets and not for sale.

(3) *Open General Licence No.* 3. – This authorizes the importation of headloads of foodstuffs from neighbouring African countries for personal use or for sale.

(4) *Open General Licence No.* 4. – This authorizes the importation of all medicinal and pharmaceutical products, Customs Item No. 541. Importers are, however, advised that before placing orders, they must obtain permits from the Pharmacy Board of the Ministry of Health, PO Box M.44, Accra.

(5) *Open General Licence No.* 5. – This authorizes the importation of the following items:

Statistical Number	Description of Commodity
001–100	Bovine cattle
001–210	Sheep and lambs
001–220	Goats and kids
001–300	Swine
031–290	Fish, salted, dried or smoked but not further prepared from neighbouring African countries
321	Coke and semi-coke of coal, etc.
512, 513, 514	All organic and inorganic chemicals
561	Fertilizers, manufactured
571–120	Prepared explosives other than propellent powders
571–210	Mining blasting and safety fuses
571–229	Detonating caps, igniters and detonators
571–300	Pyrotechnical articles, excluding fireworks
581	Plastic materials, regenerated cellulose and artificial resin
599	Chemical materials and products
629–400	Transmission belts and belting of rubber
244	Cork for fishing
655–621	Fishing nets, fishing netting of cordage, twine or rope
663	Mineral manufactures n.e.s.
671–200	Pig iron
673	Iron and steel bars, rods, angles, etc.
678	Tubes, pipes and fittings of iron or steel
685–210	Lead bars for fishing nets
685–250	Lead sheet for fishing nets
655–630	Other articles of cordage, twine or rope for fishing
893–400	Plastic for fishing
894–411	Fish hooks
894–419	Other fishing and hunting equipment
695	Tools for use in hand or in machine
711–590	Parts of internal combustion engines including parts of diesel and semi-diesel engines, excluding parts of aircraft engines
711–540	Outboard motors
714–920	Parts of office machinery, n.e.s. (714–100 to 714–919)
717–330	Parts of industrial sewing machines (other than the metal block)
712	Spare parts for agricultural equipment
715	Spare parts for metal working machinery
717–110/200 712–100/200 719–110/530 719–540/930	Spare parts for textile and leather industries Spare parts for commodities falling under these statistical numbers
719–940	Gasket, gaskets of metals and other materials n.e.s.
719–160	Furnace burners, industrial and laboratory burners
719–210/220	Pumps for liquids, gases, etc.
719–540	Parts and accessories of machine tools
719–700	Ball, roller or needle-roller bearings
719–990	Machinery parts, non-electrical n.e.s.
722–190/200	Parts of electric apparatus and machinery of 722–110 to 722–160 and electric apparatus for making or breaking or for protecting electrical circuits (switchgear, etc.)
724	Spare parts for telecommunication apparatus
726	Electric apparatus for medical purposes and radiological apparatus
731–700	Parts of railway rolling stock (except electric parts, internal combustion engines and parts thereof) not assignable to specific classes
732–800	Spare parts for motor vehicles excluding chassis, cylinder blocks of engines, tyres and tubes
732–920	Spare parts solely for use of mopeds, autocycles, scooters and motorcycles, excluding frames
733–120	Parts of vehicles of item 733–110 and 733–400
861–990	Parts and accessories of items under 729–510; 729–520; 861–811; 861–819; 861–820; 861–960; 861–970
641/642	Paper and paperboard, articles made of paper or of paperboard
661–834	Asbestos or fibre cement pipes

(6) *Open General Licence No.* 6. – This authorizes the importation of the following items:

Statistical Number	Description of Commodity
892–130	Maps, hydrographic charts, etc.
892–140	Books and pamphlets, printed
892–200	Newspapers and periodicals (excluding newspapers intended for packing)
892–300	Music, printed or in manuscript, whether or not bound
892–920	Plans and drawings for industrial or commercial purposes, etc., not printed (i.e. hand-made, photo-copies, etc.)
Various	Materials (excluding machinery and parts) intended for use solely in the timber and mining industries and approved by the Comptroller

(7) *Open General Licence No.* 7. – This authorizes the importation of the following items:

Statistical Number	Description of Commodity
712–100	Agricultural machinery and appliances for preparing and cultivating the soil
712–200	Agricultural machinery and appliances for harvesting, threshing and sorting
712–310	Cream separators
712–510	Tractors, tracked or half-tracked, not exceeding 40 b.h.p. complete
712–530	Tractors wheeled, not exceeding 40 b.h.p. complete
712–900	Agricultural machinery and appliances n.e.s.
714	Office machines
723	Equipment for distributing electricity
001–410	Day-old chicks
081–500	Poultry feed and egg laying mixtures

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given on pages i-viii of the October 7 issue.

Statistical Number	Description of Commodity
691	Finished structural parts and structures
692	Metal containers for storage and transport
693	Wire products (excluding electric) fencing grills
694	Nails, screws, nuts, bolts, rivets and similar articles of iron, steel or of copper
732-180	Land Rovers and Jeeps
732-200	Buses and coaches
732-360 } 732-370 }	Trucks and lorries
732-710	Chassis with engine mounted for buses and coaches
732-730	Chassis with engine mounted, for trucks and lorries
732-911	Mopeds, autocycles and scooters not exceeding 100 c.c.
732-912	Scooters, etc. not exceeding 100 c.c.
733-110	Bicycles and other cycles, not motorized
267-010	Old clothing and other textile waste imported in bulk
553-200	Dentifrices
553-300	Talcum and dusting powder
553-500	Shaving creams
554-110	Toilet soap
554-130	Washing soap in bars or cakes
554-190	Other soap n.e.s.
554-200	Surface-acting agents and washing preparations, e.g. soapless detergents and emulsifiers (other than soap) not suitable for toilet use
554-300	Polishes, pastes, powder and similar preparations for polishing and preserving leather, wood, metal, glass and other materials.

(8) *Open General Licence No.* 8. – This authorizes the importation of the following:

Statistical Number	Description of Commodity
531	Synthetic organic dye-stuffs, natural indigo and artificial colour lakes
532	Dyeing and tanning extracts and synthetic tanning materials
533-100	Colouring materials, other than of coaltar origin n.e.s.
533-310	Prepared pigments, opacifiers, enamels, glazes, lustres, etc.
533-320	Varnishes, prepared paint, lacquers, distempers, water pigments, stamping foils and other dyes put up for retail sale
611	Leather
698-870	Soldering and welding rods
712-520	Tractors, tracked or half-tracked, exceeding 40 b.h.p. complete
712-540	Tractors wheeled, exceeding 40 b.h.p. complete
715	Metal working machinery
717-110	Spinning, extruding, etc., machines
120	Weaving, knitting, etc., machines
130	Machines, auxiliary to those of item 717-120
140	Machinery for the manufacture or finishing of felt
150	Textile bleaching, washing, dressing, coating, printing, etc. machinery (excluding domestic washing machine)
717-200	Machinery (excluding sewing machines) for preparing tanning or working hides, skins, or leather
310	Sewing machines, industrial, complete
717-330	Parts of domestic sewing machine
718	Machines for special industries
719-110	Gas generator
129	Other air-conditioning machines
150	Refrigerators (other than domestic) and other refrigerating equipment whether or not electric
160	Furnace burners, industrial and laboratory burners
719-190	Apparatus n.e.s. for treating materials with heat or cold
210	Pumps for liquids
220	Pumps for gases, etc.
719-230	Centrifuges (other than cream separators) and filtering and purifying machinery for liquids and gases
311	Cable ways including identifiable parts n.e.s.
312	Cranes
313	Lifts (elevators) passenger or goods
319	Other lifting and loading machinery
320	Fork lift trucks and other industrial trucks of a kind used in moving goods within a plant
430	Domestic water heaters non-electrical
510	Machine tools for working minerals
520	Machine tools for working wood plastics, etc.
530	Motorized hand tools non-electrical
719-540	Parts and accessories of machine tools
610	Calendering machines and similar rolling machines n.e.s. and cylinders therefor
621	Dish washing machines
629	Machines n.e.s. for cleaning or filling bottles or other containers, packing machines, etc.
630	Weighing machinery and weights therefor
640	Spraying machinery
650	Automatic vending machinery
660	Railway and tramway track fixtures and fittings, etc.
800	Machinery and mechanical appliances n.e.s.
910	Moulding boxes for metal foundry and moulds other than ingot moulds
920	Taps, cocks, valves and similar appliances n.e.s.
930	Transmission shafts and cranks, pulleys, etc.
722	Electric power machinery and switch gear
729	Other electric machinery and apparatus
612-300	Uppers, legs and other prepared parts of footwear of all materials
851-010	Footwear with soles and uppers of rubber or plastic materials

(9) *Open General Licence No.* 9. – This authorizes the importation of the following:

Statistical Number	Description of Commodity
011-100	Meat of bovine animals (e.g. beef, veal)
011-200	Meat of sheep and goats (mutton, lamb)
011-300	Meat of swine (pork)
011-800	Other fresh, chilled or frozen meat and edible offals (including poultry liver)
012-190	Other dried, salted or smoked pork
031-210	Stockfish
031-290	Other fish, salted, dried but not further prepared
553-100	Perfumed alcohol
553-400	Scented greases and pomades
553-900	Other perfumery, cosmetics, etc.
554-120	Medicated soap
621-300	Sheets, piping and tubing of unhardened vulcanised rubber
652 Group	Cotton fabrics, woven
653 Group	Textile fabrics, woven
841 Group	Clothing
851-020	Footwear with soles of leather or rubber or plastic material
851-030	Footwear with soles of wood or cork
851-040	Footwear with soles of other materials
899-080	Human hair, dressed or otherwise worked, wigs, false beards, etc.
652-292	Woven cotton fabrics, printed n.e.s.

(10) *Open General Licence No.* 10. – This authorizes the importation of the following:

Statistical Number	Description of Commodity
042	Rice
061-100	Beet and cane sugar not refined
061-210	Beet and cane sugar, refined, cube
061-290	Other refined beet and cane sugar
022	Milk
048 } 099 }	Baby foods
013-810	Corned beef
032-011	Sardines
032-012	Salmon
032-013	Pilchards
032-019	Mackerel
661-290	Cement

No Open General Licence Commitment Forms will be required for any of the above listed Open General Licences. Payments arrangements for all imports will be on 180 days credit terms, except for the following items:

Statistical Number	Description of Commodity
042	Rice
061-100	Beet and cane sugar not refined
061-210	Beet and cane sugar refined
061-290	Other refined beet and cane sugar
022	Milk
099-048	Baby foods
013-810	Corned beef
032-011	Sardines
032-012	Salmon
032-013	Pilchards
032-019	Mackerel

And the following items imported from African countries:

011-100	Meat of bovine (e.g. beef, veal)
011-200	Meat of sheep (e.g. mutton and lamb)
011-600	Liver

for which the mandatory 180 days credit terms do not apply.

No formal registration of importers will be made of firms or individuals wishing to import any goods placed on Open General Licences. Importers are however required to pay a registration fee of NC25.00 to any commercial bank. The Bank Pay-In-Slip will, however, be examined by the Customs Authorities at the port before allowing clearance of goods under Open General Licence.

All current Specific Import Licences for goods now placed under Open General Licences are no longer valid.

B. SPECIFIC IMPORT LICENCES

Specific Import Licences will be required prior to the placing of orders for the following items:

COMMODITIES FOR WHICH SPECIFIC LICENCES WILL BE ISSUED

Statistical Number	Description of Commodity
023,024,091,099	Butter, cheese, margarine and yeast
043, 048	Cereal and cereal preparations
055	Vegetables, roots and tubers preserved or prepared
071 099	Coffee, chocolate, teas, spices, vinegar and substitutes
012-910	Smoked, dried or salted beef and veal
012-990	Other meat, dried, salted or smoked
013-110	Fish, fresh, chilled or frozen exceeding 20 cms. in length
013-190	Fish, fresh, chilled or frozen not exceeding 20 cms. in length
041	Wheat
044	Maize
047	Meal and flour of cereals
112	Alcoholic beverages (except 112-310/320)
122	Tobacco manufactured (except those on the restricted list)
332	Petroleum products (except those on the restricted list)
411-422	Fixed vegetable oils and fats
551	Essential oils, perfumes and flavour materials
571-110	Gunpowder and other propellent powder
571-221	Percussion caps
571-300	Fireworks
571-400	Hunting and sporting ammunition
612 621, 657	Leather and rubber manufactures, floor coverings and tapestries
629	Outer tyres and inner tubes
629-300	Hygienic, medical and surgical articles of unhardened rubber (not including tubes)
629-980	Articles of unhardened rubber, n.e.s.
629-990	Articles of hardened rubber, n.e.s.
654	Tulle, lace, embroidery, ribbons, etc.
655	Special textile fabrics and related products (except 655-621)
656	Made-up articles, wholly or chiefly of textile materials (except those on the restricted list)
661	Lime, white cement and fabricated building materials (except glass, clay materials and item 661-290)
662	Clay construction materials and refractory construction materials
664	Glass (except 664-030)
665	Glassware (except 665-111)
666	Pottery
674	Universals, plates and sheets
679	Iron and steel castings and forgings, unworked, n.e.s.
681 689	Non-ferrous metals
696 697	Cutlery, household equipment of base metal products
698	Manufactures of metals n.e.s.
711	Power generating (except electric) machinery (except items 711-540; 711-590)
725	Domestic electric equipment
731	Railway vehicles (except 731-700)
732	Road motor vehicles
733	Road vehicles other than motor vehicles (except 733-110/120)
734	Aircraft
735	Ships and boats
812	Sanitary, plumbing, heating and lighting fixtures and fittings
831	Travel goods, handbags and similar articles (except 831-020)
861/862	Optical and photographic goods

Number Statistics	Description of Commodity
863	Cinematographic films developed (16 mm. and over)
864	Watches and clocks
891	Musical instruments, sound recorders and reproducers and parts and accessories therefor
894	Perambulators, toys, games and sporting goods
895	Office and stationery supplies n.e.s.
899	Manufactured articles, n.e.s.

C – RESTRICTED IMPORTS

Except under special circumstances, no application will be entertained for Licences for the importation of the following goods:

Number Statistical	Description of Commodity
011–100	Poultry, killed, dressed including canned poultry
013–400	Sausage – fresh, frozen, not canned
046–010	Flour of wheat
048–450	Cakes
048–490	Other bakery products, e.g. pastry
051	Fruit, fresh and nuts (not including oil nuts, fresh or dried)
052	Dried fruit (including artificially dehydrated)
053	Fruit preserves and fruit preparations
054–100	Potatoes
062–010	Sugar confectionery, not containing cocoa
071	Group coffee
072	Cocoa
099	Food preparations, n.e.s. (except 099–060; natural yeast, and prepared baking powder, 099–070, vinegar and substitutes of vinegar, 099–099 foods)
111–000	Non-alcoholic beverages, n.e.s.
112–310 320	Beer and stout
122–200	Cigarettes
292–700	Cut flowers and foliage
332–120	Motor spirit (gasoline and other light oils for similar uses including gasoline) n.e.s.
332–210	Lamp oil (kerosine, illumination oil)
332–310	Gas oil
332–320	Diesel oil
341–110	Butane gas
422–200	Palm oil
422–300	Coconut (copra) oil
581–070	Polyester foam
599–230	Mosquito coils
629–980	Rubber foam
629–990	Composition rubber, sheets, rubber soles, rubber heels, rubber mats, rubber straps and microporous sheets
631–200	Plywood and veneered sheets and panels
631–400	Artificial or reconsitituted wood (improved wood and particle boards)
632–100	Boxes, canes and parts thereof of wood
632–710	Picture and mirror frames of wood
632–890	Other articles of wood
642–100–990	Paper bags, cardboard boxes and other containers of paper or cardboard other than colour printed paper containers
642–200	Envelopes, paper in boxes, packets, etc.
642–300	Exercise books
642–410	Toilet papers
651–410	Cotton thread, bleached, etc. not put up for retail sale
651–421	Cotton sewing thread put up for retail sale
651–429	Other cotton thread put up for retail sale
656–911	Cotton towel
662–420	Roofing tiles, chimney pots and liners, etc.
664–030	Sheet (window) glass, plain unworked rectangles (other than plates)
665–111	Bottles for beer and soft drinks
674–840	Galvanized iron corrugated sheets
684–221	Aluminium sheets
691–200	Window louvres (aluminium) assembled or unassembled
692–219	Cast iron pots
697–211	Domestic utensils (kitchenware) of iron and steel enamelled, excluding bath tubs, equipment and apparatus for use in hospitals
697–212	Galvanised buckets
698–940	Domestic utensils of aluminium
698–860	Name plates, sign plates, etc.
724–210	Transistor radios
729–119	U.2. battery
821	Group furniture
831–020	Travel goods (travelling bags, dressing cases, suit cases, trunks, shopping bags, haversacks and similar articles of fibre, artificial plastic sheeting and canvas)
891–222	Gramophone records
893	Articles of plastic materials, including polythene bags
895–110	Filing cabinets, racks and similar office equipment (excluding furniture), of base metal
895–210	Ball pens
895–930	Date, sealing and similar stamps, etc. hand-operated
899–310	Candles
899–321 322	Matches in boxes
899–410	Sunshades and umbrellas
899–420	Walking sticks, canes, etc.
899–540	Combs, made of plastic and wood
724	Radio receiving sets, radiograms, television sets, record players, tape recorders
732	Passenger cars exceeding 1700 cc.
651	Textile yarn.

Any inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

SINGAPORE

Change of name

THE SINGAPORE *Government Gazette* dated September 14, 1970, states that the island previously known as Pulau Blakang Mati and situated in the waters south of Singapore Island shall from the date of the *Gazette* be known as Sentosa.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143).

Television engineers from New Zealand and Australia inspecting the new EMI Three-tube Colour Television Camera Type 2005 at Hayes. From left to right are Brian Cosnett (NZBC), Peter Sardlant (NZBC), Norman Sarvyer (ADS7-Adelaide), John Batchelor (NSW9-Adelaide), Paul Marlan (QTQ9-Brisbane), Leo Free (TCN9-Sydney), John Quicke (TVW7-Perth) and Peter Granet (export sales manager, EMI Television Equipment Division).

INDONESIA

Partial import duty exemption

ON August 7, 1970, the Indonesian Minister of Finance sanctioned a Decree granting partial import duty exemption amounting to 75 per cent on imports of two basic materials for battery production, top cover (tariff item 596) and negative plate (tariff item 596), so that the amount of tariff for these items becomes 12½ per cent. The Decree, which is intended to give protection to domestic industry, is retroactive to March 1, 1970.

All inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468, 469 and 401).

NEW ZEALAND

Customs tariff changes

THE NEW ZEALAND Government has issued Orders which came into force on September 18, 1970 amending certain items in the New Zealand Customs Tariff. The Chapters concerned are 29, 38, 73, 74 and 76.

These changes are being published in a fuller form by the new computerized Export Intelligence Service and information is also available from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468/469/401).

Postponement of Tariff and Development Board Inquiry

THE NEW ZEALAND Tariff and Development Board inquiry into duty and import licensing of certain chart temperature recorders (Ex TI 90.23.00) set down for Tuesday, October 13, 1970, has been postponed until Monday, December 7, 1970. Details of this inquiry were published in the *Board of Trade Journal* of July 22, 1970, page 198.

Any inquiry regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting Ref. CRE 723/69.

Emergency Protection Authority inquiry into animal and human hair

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and

report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of human hair, dressed, thinned, bleached or otherwise worked; wool or other animal hair prepared for use in making wigs and the like.

Details of the tariff items, under which the above-mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most-Favoured-Nation	General
67.03.00	—	Free	25%	25%

The Emergency Protection Authority is required to report to the Minister by November 5, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc. PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting Ref. CRE 834/69.

AUSTRALIA

Simplification of the customs tariff

A NOTICE was published in the *Board of Trade Journal* of July 29, 1970 giving details of the simplification of the Australian customs tariff. Draft chapters of the revised tariff will be published and in this set, six weeks allowed (from the date of publication) by the Australian authorities for objections.

Drafts of the following chapters were published on September 25, and are available in the Commercial Relations and Exports Department of the Board of Trade, who will supply details on request.

33 Perfumes, Cosmetics
71 Precious stones and metals
80 Tin
81 Base metals, other
93 Arms and ammunition

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2318/2319), quoting reference No. CRE 30848.

Special Advisory Authority Inquiry

THE AUSTRALIAN Minister for Trade and Industry, on October 7, referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect

(*Continued on next page*)

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

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NEW ZEALAND

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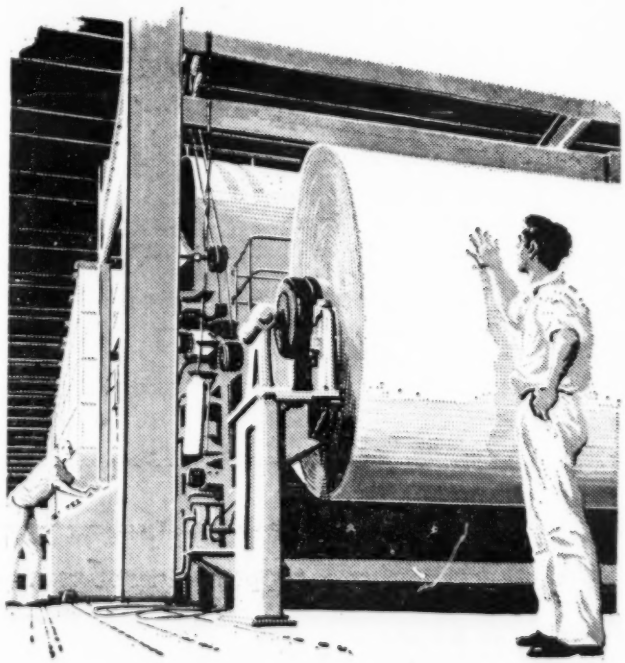

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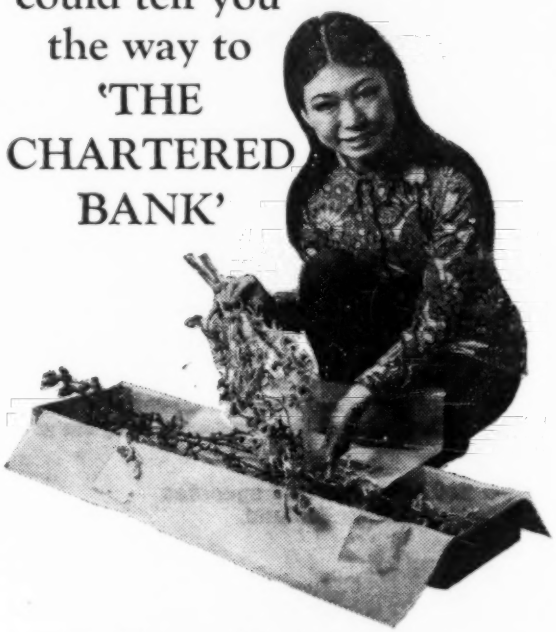

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AUSTRALIA, *continued*

of the following goods: industrial radiographic equipment (not for medical purposes) tariff item 90.20.900.

The public hearings will be in Canberra on October 15 and 16.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rate of duty	
		General	Preferential
90.20	Apparatus based on the use of X-rays or of the radiations from radio-active substances (including radiography and radiotherapy apparatus); X-ray generators; X-ray tubes; X-ray screens; X-ray high tension generators; X-ray control panels and desks; X-ray examination or treatment tables, chairs, and the like: Includes cases, boxes or similar containers imported with the goods and in which the goods are normally sold – CN 7 Exclusions: Radium needles, etc. (28.50) – Div. 6 N 2 Photographic plates and film (Ch. 37) X-ray operators, protective devices (e.g., overalls or gloves of lead-filled rubber – 40.13, lead-glass goggles – 90.04) Other goods of unhardened valcanized rubber (40.14) –CN 1 (a) Kenotrons or other rectifying tubes or valves used in power supply units for X-ray apparatus (85.21) Cameras, imported separately (90.07) Image projectors and other apparatus for examining or developing radiophotographs (90.09, 90.10) Medical apparatus for applications of ultra-violet or infra-red rays (actino-therapy) (90.17) Instruments and apparatus which merely measure or detect radiation (90.28) – CN 6 Restrictions: Prohibited imports		
90.20.100	X-ray apparatus and accessories of a kind ordinarily used for medical purposes, as follows: X-ray tubes; X-ray generators; X-ray high tension generators; tube shields; bucky fluoroscopic grids; fluorescent screens; intensifying screens; lead glass protective screens; eye localizers; tube holders of the shockproof type as used in deep therapy units Exclusions: Glass envelopes for X-ray tubes (70.11) CN 1 (d) Generators not specialized for use with X-ray apparatus (85.01)	25%	15%
90.20.200	X-ray control panels, X-ray control desks, X-ray examination or treatmelt tables, chairs or the like and other apparatus based on the use of X-rays, being goods of a kind ordinarily used for medical purposes and not falling within 90.20.1 Exclusions: Control panels or desks not specialized for use with X-ray apparatus (85.19) Tables, chairs, etc., not specialized for X-ray work (94.02)	25%	A component specified in Note 9 to this Chapter – the rate of duty that would apply to the goods if they were imported separately; Remainder – 17½%
90.20.900	Other	7½%	Free

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 21, Tothill Street, London, S.W.1 (Tel. 01-799 7447).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319 or 2318), quoting reference No. CRE 1055/70.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade*, 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

MEXICO

Import licences

IMPORT INTO MEXICO of the following goods has been made subject to licence until the dates indicated:

Tariff No.	Description
Until September 7, 1971:	
28.43 A 007	Zinc cyanide
Until September 8, 1971:	
28.43 A 008	Copper cyanide
29.03 E 005	Sodium m-nitrobenzene sulphonate
Until September 7, 1973:	
29.44 A 023	Tetracyclin hydrochloride
Until August 27, 1974:	
49.05 A 003	Terrestrial or celestial globes

In addition, a large number of items until Tariff heading 29.44 (Antibiotics) have been made subject to Import Licence until September 1971.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

Restrictions on equity holdings

HM EMBASSY in Mexico City have forwarded an unofficial translation of a decree recently issued by the Mexican Ministry of Finance establishing regulations for Articles 2 and 8 Fraction II Bis from the General Law of Mexican Credit Institutions and Auxiliary Organizations.

Under the terms of the regulations no person or corporation will in future be able to hold 25 per cent or more of the stock in any Mexican credit institution (i.e. commercial bank, finance house, mortgage bank, etc.), without prior permission of the Finance Ministry. The Ministry, after prior consultation with the Banco de Mexico and the National Banking Commission, will have the right to disallow such purchases, whether the projected purchases of 25 per cent or more of the shares are for nationals or foreigners.

The Mexican Banking Act of 1965 already excludes foreigners from holding a majority position in any credit institution, and one effect of the new decree will be to assure that in future no foreign person or organization may acquire more than 25 per cent of the stock without the Mexican Finance Ministry's prior approval.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2290).

Limitation of foreign capital participation in basic industries

THE MEXICAN Government have recently issued a decree establishing further areas of the Mexican economy in which there must be at least 51 per cent Mexican capital participation. The regulations state that in future any *new* company established in the following basic industries – steel, cement, glass, fertilizers, cellulose and aluminium – must have at least 51 per cent Mexican capital.

Existing companies, established in these sectors of the economy, will also be affected by the new decree should they wish to increase their capital, instal new industrial units or acquire other companies in the same or related industries.

Under previous legislation the Mexican petroleum and forestry industries have been reserved exclusively to Mexican ownership and the mining industry to majority Mexican capital participation.

Inquiries relating to this notice should be addressed to Commercial Relation and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2290).

VENEZUELA

Air cargo tax

ON OCTOBER 10 the Venezuelan Ministry of Finance introduced a 2 per cent *ad valorem* tax on all air cargo consignments entering the country. Postal packets imported by air will be excluded from this tax.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

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2

COLOMBIA

Additions to the free list and prior import licence list

BY RESOLUTIONS 21 and 22 published on September 28 a wide range of goods in Colombia was transferred from the prior import licence list to the free list and from the prohibited import list to the prior import licence list. Inclusion in the free list does not waive the need for an import licence, but means that licences will normally be freely granted without the preliminary step of applying for a 'licencia previa'.

Details of items included under the above Regulations may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

BRAZIL

Import regulations

A CONCEX Resolution approved on August 20, 1970, brings to an end the Brazil import licensing system and exempts consignments up to certain values from import certificates.

From August 20 the following goods will not need an import certificate or an import licence when they are for the importer's own use:

a. All consignments whose value does not exeed $ US$300 fob;

b. The following consignments whose value does not exceed US$2,000 fob:

Spare parts and accessories for the replacement, repair and upkeep of machinery, equipment, instruments, ships and aircraft; apparatus, instruments and equipment including parts and accessories for repair and maintenance, to be used professionally either by an individual or a business; and equipment and articles for sporting use, including gymnastics, hunting and fishing, for an individual or a club.

When an import licence is needed, provided the importer does not wish to apply for a duty concession and the goods are not financed by foreign supplier credits, the certificate need not be obtained until after the arrival of the goods.

Under Resolution 131, also approved on August 20, goods not requiring an import licence no longer have to conform with the provisions of Resolution 82 of January 3, 1968, under which exchange contracts could only be made after an import certificate or licence had been issued.

GECAM circular 155 rules that exchange contracts made without an import certificate must be for a maximum period of 180 days from shipment.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

COSTA RICA

Economic stabilization protocol

HM EMBASSY in San Jose report the ratification by Costa Rica of the Protocol to the General Treaty of Central American Economic Integration (see *Board of Trade Journal* dated July 26, 1968, page 295).

The Protocol, which came into effect in Costa Rica on September 1, 1970, creates an economic stabilization tax of 30 per cent of the import duty payable on most goods entering the country from outside the Central American Common Market, except on essential goods and those required by strategic sectors of the economy such as food, petrol and oil, some medicines, fertilizers, engines, some agricultural machinery, trucks, buses, 4-wheel drive vehicles, etc.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

ECUADOR

Exemption from 20 per cent tax on imports

ECUADOREAN DECREE No. 495 of September 21 exempts certain goods, equipment and materials from the 20 per cent *ad valorem* tax on the cif value of imports, introduced by Decree No. 239 of August 16, details of which were published in the *Board of Trade Journal* of September 16 (page 614).

One important sector which has been relieved by this Decree is the oil industry. As well as freeing the crude oil which is imported for refining for domestic consumption, the Decree also exempts equipment needed for the continuing exploration being carried out both in the Oriente and offshore.

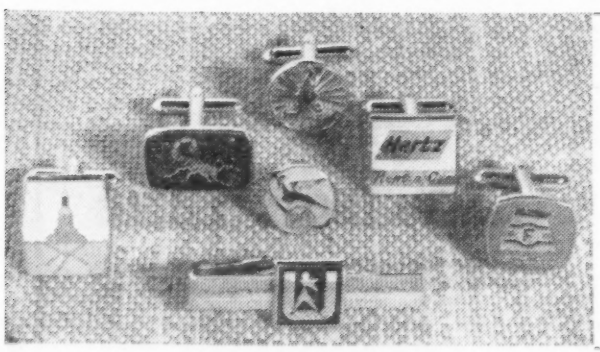
Further details of exemption may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 475 or 476).

Reduction of prior import deposit rates

THE ECUADOREAN Central Bank lowered the rates of prior deposits on imports as follows on September 29.

Payment Terms	0 to 90 days	91 to 180 days	181 to 270 days	271 to 365 days	1 year to 2 years	Over 2 years to 5 years	Over 5 years
			% of cif value				
LIST I	38·40	32	25·60	19·20	12·80	6·40	2·56
LIST II							
(a)	97·20	81	64·80	48·60	32·40	16·20	6·48
(b)	176·18	146·81	117·45	88·10	58·73	29·36	11·75
(c)	224·78	187·31	149·85	112·39	74·93	37·46	14·99
(d)	328·05	273·38	218·70	164·03	109·35	54·68	21·87

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).



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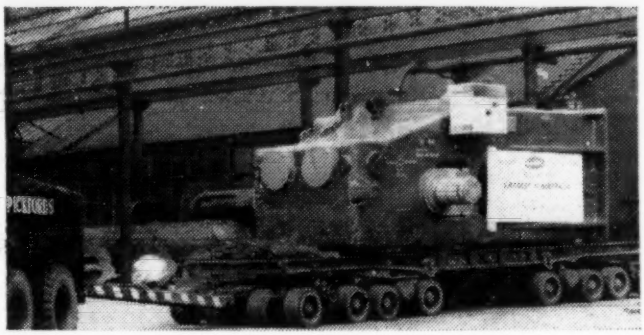

Following an extensive sales drive in industrial export markets during 1969-70, B. & S. Massey Ltd., the Manchester based metal forming machinery specialists, have secured orders valued at over £200,000 during August and September of this year. The picture shows a 2,500-ton Massey High Speed Forging Press en route to A.N.I. (Australia) Pty. Ltd., Victoria, the largest producers of forgings in Australasia.

UNITED STATES

Investigation into imports

THE UNITED STATES Tariff Commission is to conduct an investigation into the impact of imports on United States industries. The Commission will investigate the competition of imported and domestic products in the United States market and the effect on United States industries. In surveying the competitiveness of particular industries the Commission will analyse the nature of the articles produced; the organization of the industry; the makeup of industry's productive facilities; the relationship of United States consumption, production, imports, and exports of the articles involved; the trend of employment and labour costs in the industry; the prices of domestic and imported articles and, in general, the reason for changes in competitive relationships in the United States market.

A hearing will be held beginning on November 4, 1970 and interested parties who wish to appear should notify the Secretary of the Commission on or before October 23, 1970. Written information and views, in lieu of appearance, will be accepted by the Commission until further notice.

The investigation is at the request of the President of the United States who had underlined the need for such information during hearings by the Ways and Means Committee of the House of Representatives on new trade legislation which took place earlier this year. (This proposed legislation was reviewed in the *Board of Trade Journal* on October 7, pages 753 to 755). In his letter to the Chairman of the Committee the President stated: 'We need more information regarding the competitive position of United States industries. So that we will have an adequate factual base, I am requesting that the Tariff Commission make a broad survey of the competitiveness of particular industries. I believe that such a broad study, which the Tariff Commission is best suited to conduct, will be of great assistance to us in our future policies and trade actions and in the work of any Commission on International Trade and Investment Policy.'

In his letter dated July 21 requesting the Tariff Commission to

(Continued on next page)

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), *Board of Trade,* 1 *Victoria Street, London, S.W.*1.

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UNITED STATES, *continued*

conduct the investigation, the President said that the high standard of living in the United States coupled with a vast market and an efficient distribution system had attracted a wide variety of foreign goods. The entry of foreign products in large volume had given rise to numerous complaints about the impact of imports on the United States economy and evidence of this concern was the large number of bills introduced into the Congress proposing restrictions on a wide range of imported products. The President believed the information obtained by the investigation would be useful in determining future policies and trade actions, including the need for any detailed investigations under the Tariff adjustment and adjustment assistance provisions of United States law.

Further details about this investigation may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3315).

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products.

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of application forms can be provided by the following offices of the Ministry of Technology.

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All requests for information and application forms for computers and ships should be addressed to Southend.

NORTHERN IRELAND. A similar scheme is operative in Northern Ireland. Inquiries should be addressed to Ministry of Commerce, 21 Linenhall Street, Belfast, BT2, 8BY.

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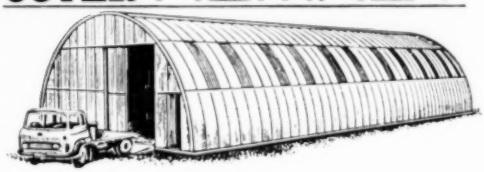

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